

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
Meat Packing and Allied Industries

APRIL 20, 1933

Volume 92 Number

## IN JUST 10 MINUTES the cleaning job was through!

A few minutes before this photo\* was taken, 16 girls were sitting at this table packing corned beef hash. In just ten minutes, the complete cleaning job was through. One man thoroughly washed and dried the table with the same ease and facility as though it were glass. And no preventive measures were necessary to avoid atmospheric attack over the week-

end. On Monday morning, absolute cleanliness is assured by a simple wiping. The table is made of ENDURO . . . Republic's perfected stainless steel, which is resistant to all meat juices and atmospheric attack. It adds years of service to the life of meat packing equipment and cuts cleaning costs to the bone. You need all the facts. Write Republic today.

Republic Steel CORPORATION



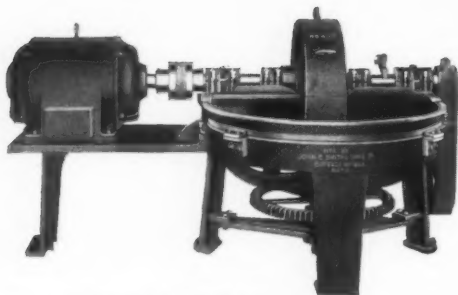
CENTRAL ALLOY DIVISION, MASSILLON, OHIO  
GENERAL OFFICES: YOUNGSTOWN, OHIO

**ENDURO**

REPUBLIC'S PERFECTED  
STAINLESS STEEL

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\*Photo courtesy Armour & Company, Chicago, Ill.



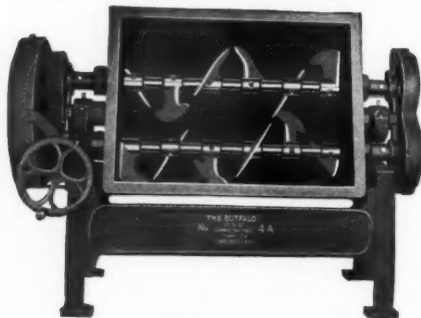
"BUFFALO" Silent Cutter



"BUFFALO" Grinder



"BUFFALO" Stuffer



"BUFFALO" Mixer

# Increased Sales Reduced Labor Costs *directly attributed to* **"BUFFALO"** EQUIPMENT

HAAS-DAVIS PACKING COMPANY, INC.

BEEF, PORK AND PROVISIONS

P. O. BOX 277

MOBILE, ALA. U. S. A.

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G. M. HAAS, Vice President  
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Several months ago we replaced our old sausage equipment, installing a number 5 Buffalo mixer, a no. 43B Buffalo silent cutter, a no. 250 Buffalo stuffer, and a no. 66B Buffalo grinder. These Buffalo machines have given us wonderful performance and have been the means of reducing our labor costs.

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Yours truly,

HAAS-DAVIS PACKING CO.

By *[Signature]*

G.M.H.

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information



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Since 1868

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**PACKAGING**

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For 30 years Continental has been engaged in the creation of packages that *sell*. An experienced representative nearby gives you ready access to the extensive facilities of the entire Continental organization. Feel free to call on him for help at any time.

**CONTINENTAL CAN COMPANY**

NEW YORK

CHICAGO

SAN FRANCISCO

# The National Provisioner

THE MAGAZINE OF THE

## Meat Packing and Allied Industries

Volume 92

APRIL 20, 1935

Number 16



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### Daily Market Service

(Mail and Wire)

"THE NATIONAL PROVISIONER  
DAILY MARKET SERVICE" reports  
daily market transactions and  
prices on provisions, lard, tal-  
lows and greases, sausage ma-  
terials, hides, cottonseed oil,  
Chicago hog markets, etc.

For information on rates and  
service address The National  
Provisioner Daily Market Ser-  
vice, 407 S. Dearborn St., Chicago.

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# Corkboard Guards Food In New U. S. Building

*Refrigerated rooms in cafeteria of new Department of Commerce Building are insulated with Armstrong's Corkboard for permanent food protection and lowest operating cost.*



*New Department of Commerce Building in Washington, D.C. Armstrong's Corkboard is used to insulate cafeteria cold rooms. In addition, the entire roof area of the building is protected with 1 1/2" Armstrong's Corkboard.*

BEHIND the choice of Armstrong's Corkboard Insulation for the cafeteria refrigerators in the recently-completed Department of Commerce Building at Washington lies a record of thirty years' outstanding performance.

Since the turn of the century, leading users of cold storage rooms—in hundreds of industries—have standardized on Armstrong's Corkboard Insulation because of definite advantages that insure long service.

## **Cork a natural insulator**

Thanks to the physical structure of cork, Armstrong's Corkboard is a highly efficient insulator. A microscope reveals that cork is composed of millions of tiny cells. Entrapped in each cell is a minute quantity of still air—the best insulation against the passage of heat known, save a vacuum itself. In the making of Armstrong's Corkboard, only the purest, cleanest granules of this nonconducting cork is used. •

Yet, high efficiency in retarding the passage of heat is only half the reason for Armstrong's Corkboard's unusual performance. Equally important is its ability to resist the efficiency-destroying effects of moisture and extreme low temperatures encountered in cold storage work. Twenty and even thirty years of completely satisfactory service in cold rooms is common in the history of properly erected Armstrong's Corkboard Insulation.

## **Continued economy assured**

In terms of dollars and cents, the permanent efficiency of Armstrong's Corkboard means important savings in refrigeration costs . . . continued economy for as long as the insulation is in use. Armstrong engineers will gladly consult with you on all your insulation problems without obligation. The same efficiency which Armstrong's Corkboard offers for cold rooms can be secured for cold lines with Armstrong's Cork Covering. For full information on both products, write Armstrong Cork Products Co., Building Materials Division, 952 Concord Street, Lancaster, Pennsylvania.



*Battery of refrigerators in Department of Commerce Building Cafeteria, installed by Lorrillard Refrigerator Co., Inc. For permanent efficiency, they were insulated with 5982 board feet of Armstrong's Corkboard.*

**Armstrong's**  
**LOW TEMPERATURE**  
**INSULATION**

We know you will get the same satisfaction  
from an International that Mr. Lutz has.

—INTERNATIONAL HARVESTER



HOME PHONE 9020-9021 MAIN

BELL PHONE 1745 MAIN

**FRANK LUTZ**  
FRESH AND CURED MEATS  
916-920 WYANDOTTE STREET  
KANSAS CITY, MO.

February 7, 1936

International Harvester Company of America, Inc.,  
606 South Michigan Avenue,  
Chicago, Illinois

Gentlemen:

You will probably be interested to know how well we like our new half-ton International truck. We have been in the retail meat business in Kansas City for more than forty-two years and from our long experience in operating a delivery service, which averages over 100 stops a day, we know what features we have to look for in a truck in order for it to stand up under the punishment we give it.

When we went shopping for a new truck we looked for economy and ease of operation, durability, low initial cost, roominess, and attractiveness. Our experience had taught us that economy of operation and durability were of primary importance, with initial cost secondary. In other words, in operating a daily delivery service, we knew from past experience that many times low initial cost means increased up-keep cost, and that is why we protected ourselves by buying an International.

Results to date satisfy us that our choice was a wise one.

Sincerely yours,

*Frank Lutz*

LUTZ MEAT COMPANY

FL:W

Frank Lutz and his new Model C-1 International Truck about which he writes so convincingly.

Whether you operate one, a dozen, or a hundred trucks you will find Internationals remarkably fitted for your work. Ask our nearest branch, or an International dealer, for a demonstration. Then you will begin to appreciate why Frank Lutz is so well satisfied with his International. Go over an International thoroughly and you will see all-truck quality at its best—the quality that assures low-cost operation and years of superior performance. Sizes from 1/2-ton up.

INTERNATIONAL HARVESTER  
COMPANY OF AMERICA, INC.  
606 So. Michigan Ave., Chicago, Ill.

# INTERNATIONAL TRUCKS

# PUT THIS MACHINE TO WORK

## *Clean your Ham Boilers without effort*



Ham retainers of any size or shape are quickly and economically cleaned with the Adelmann Washer. Requires no skill to operate—simply invert the retainer over the revolving brushes and move it back and forth. The machine does the rest! Every particle of residue, burnt fat and brine is removed, and even badly neglected boilers can be put in perfect condition. Cleans all sizes and shapes. Clean Boilers produce clean hams—the kind that build sales.

You *need* this labor saving machine in your plant—NOW! It will enable you to make the greatest possible profit from the boiled ham season. Machines are available without obligation for test purposes in your plant. Write for details.

### THESE NATIONALLY KNOWN USERS ACCLAIM THE ADELMANN WASHER A REAL MONEY SAVER

Armour & Company  
Amon & Toerper  
N. Auth Provision Co.  
Albany Packing Company  
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Theurer-Norton Provision Co.  
Van Wagenen & Schickhaus Co.  
White Packing Company  
White Provision Company  
Weiland Packing Company  
Wilson & Company

### SPECIFICATIONS

Heavy cast-aluminum bowl—no regalanizing or retinning necessary.  
Three replaceable combination stainless steel wire and fiber brushes—insure a clean job without wear or injury to retainer.  
Variable-voltage G. E. one-half H.P. motor, and heavy-duty switch.  
Machine completely insulated—an important safeguard feature.  
Reduction gears—cut speed of brushes to 800 R.P.M.  
Marine stuffing boxes—prevent leakage of water from bowl where brush shafts enter.  
Brass pipe used throughout.  
Heavy cast-iron frame.  
Weight about 350 pounds.

*A Fitting Companion for ADELMANN Ham Boilers—"The Kind Your Ham Makers Prefer"*

# HAM BOILER CORPORATION

Office and Factory—Port Chester, New York

Chicago Office: 332 S. Michigan Ave.

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities  
Canadian Representative: C. A. Pemberton & Co., Ltd., 189 Church St., Toronto





# Why pay freight on water?

*Buy liquid soap in  
concentrated form*

## 6 Good Reasons

*why you should use*

### ARMOUR'S LIQUID SOAP

- 1 Soap content specified. You know exactly what you're getting.
- 2 You buy direct from the manufacturer.
- 3 Concentrated form permits reducing to your own requirements. Economy!
- 4 500 branches provide facilities for prompt shipment and excellent service.
- 5 Rigid laboratory control of manufacture constantly maintained.
- 6 Made in 3 strengths — you can select the most logical for your particular use.

### *for smaller consumers*

Where small amounts are required or it is impractical to reduce and handle concentrated liquid soap, our 15% soap is ideal — and you still have the advantages indicated above under 1—2—4—5—6.

Armour's Liquid Soap is available in concentrated form; it can be reduced with distilled water in your own plant to meet your exact needs. This plan offers true economy. In addition, many other advantages go with the purchase of Armour's Liquid Soap (see list at left).

Armour's Liquid Soap — both Amber and Green — is made from selected, refined cocoanut oil and is pleasantly scented. It contains *no free caustic* and is guaranteed to be absolutely pure.

Send today for details and our dispensers-at-cost offer.



# ARMOUR'S LIQUID SOAP

ARMOUR AND COMPANY · Industrial Soap Division · 1355 W. 31st ST., CHICAGO, ILL.





slaughter (federally-inspected kill, 52,876,000)—average cost of all hogs at Chicago was \$8.20, with an estimated cutting profit of .248c per hog. Hog kill in 1932 (federally-inspected) was about 8 per cent greater than in 1925, average cost of hogs at Chicago was \$3.85, and estimated cutting loss was .487c per hog.

To express it in another way, on a somewhat larger slaughter in 1932 cutting margins decreased from a profit of .213c per hog in 1925 to a loss of .487c in 1932. This was a decrease in cutting margins of .70c per hog, or a difference in cut-out values of approximately \$32,505,000.

Practically the same number of hogs were slaughtered in 1933 as in 1932, but the estimated cutting loss increased to .545c per hog. From the standpoint of cutting margins 1934 was a disastrous year, estimated cutting loss that year increasing to .696c per hog. Cutting losses in 1935 are greater than in any preceding year.

Can the industry continue paying more for live

hogs than it is able to realize for the product?

This question has been asked many times in many years, and the answer always has been "No." Yet packers have gone on violating the principle which they all admit is sound. They agree it is wrong to violate such a principle, but they go on doing it.

### How Long Can It Be Done?

The problem is, *How long can they go on doing it, and stay in business?* This question looms up now more strongly than ever, and accounts for the interest already shown in this "Open Forum for Packer Executives."

Interest of packer executives in these discussions indicates that they are giving serious thought to these problems and possibility of their solution. Comment and criticism is freely invited, for it is only by such interchange that a measure of sound thinking and right action may be reached which will overcome many of these seemingly insurmountable problems.

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## Open Forum for Packer Executives

Comment and criticism on current discussion of packer problems is invited

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### PACKERS NEED TO THINK

Chicago, April 6, 1935.

Editor THE NATIONAL PROVISIONER:

I want to compliment you on the fact that THE NATIONAL PROVISIONER is getting better week by week, and I speak from the experience of having been a subscriber for many years.

Particularly I want to commend you for the first-page articles in the issues of March 23 and succeeding dates. Regardless of how much a man may know about the packing business, it is a mighty valuable thing to have these truths brought to his attention in these short first-page articles the way you are doing it. I trust they will continue.

Knowing that your "Open Forum for Packer Executives" will be most valuable if freely used by the industry, I should like to give a few observations and reactions of my own which were crystallized by your articles.

#### Have Much to Learn

It used to be said that there were three principal elements in the packing business—buying, manufacturing and selling.

It appears that through improved machinery and experience the second of these elements—manufacturing—has been pretty thoroughly mastered. But in my opinion packers have much to

learn about the other elements; namely, buying and selling—especially selling.

I was in the Midwest recently when some packers were paying prices for hogs extremely close to those prevailing in Chicago. The excuse given was that others were paying that price; coming into their territory and taking their hogs. Therefore these packers believed they had to pay higher than they wanted to. It seems to me this sort of thing is child's play. And it is one of the reasons why the daily cut-out values for hogs have so steadily shown "red" for so long a time.

There is no question that one of the important problems in the packing business, too often overlooked, is paying too much for the raw material.

#### Selling is Most Important

In my opinion the most important of the three elements is that of selling. I feel that too many are trying to maintain volume regardless of price, in a year when there are 30 per cent less hogs than last year. To keep up an impossible volume prices are sacrificed, and at a time when it is costing more per cwt. to sell goods than ever before.

Educational articles are important along the line of correct cost figuring, and correct methods of adding admin-

istrative and overhead expense to the cost and then obtaining a selling price for the product that will show a reasonable profit. I don't mean putting on one price and then selling at a lower price. I mean maintaining a profitable price.

Let me commend THE NATIONAL PROVISIONER again for its forward-looking policy. I will follow your future articles with much interest and benefit.

Sincerely yours,

MIDWEST PACKER.

### BEEF STEER PRICES AT HIGH

Top steer prices at Chicago on April 17 soared to \$15.50, the highest price paid at this market since March, 1930, when top was also \$15.50. This price also equaled the highest April mark since 1920. On only three occasions since 1878 were prices higher than \$15.50 paid for April steers at Chicago.

The all-time record cattle price is \$21.50, paid in December, 1919. The highest April price is \$21.50, paid in 1919. Prior to the war April cattle prices never rose above \$9.00. Current quotations for top grade steers are now \$4.00 to \$4.50 higher than at the first of the year and \$7.00 to \$7.50 higher than at this time a year ago.

In spite of rising steer prices there has been no appreciable increase in number of cattle imported from Canada. About 400 head reached Chicago market during week ended April 18, against 650 head the previous week.

Imports at other markets have shown small volume recently, and it is believed movement will be slow in the future. Canadian cattle coming to market at present time are better suited to American needs than were those imported during the peak of the movement.

# Sausage Campaign Speeds Up

Aids for Manufacturer and Dealer Are Ready for Use to Stimulate Interest and Increase Sales

THE most complete recipe book on sausage and "ready-to-serve" meats ever prepared!

New recipes for dishes guaranteed to whet the appetite of the public, and to show even veteran sausagemakers new and attractive uses for this important meat product.

Sausage recipes and menus for breakfast, for lunch, for tea, for dinner, for supper and for between-meal "snacks." Recipes for nearly 40 different kinds of sausages and ready-to-serve meats.

That's the recipe book on sausage and "ready-to-serve" meats which is being offered by the National Organization of Sausage Manufacturers, the sausage division of the Institute of American Meat Packers, to all manufacturers of sausage throughout the country who are co-operating with the "Get Acquainted With Sausage and Ready-to-Serve Meats Campaign," beginning on May 6 and continuing throughout the month.

The campaign is not restricted to members of the National Organization of Sausage Manufacturers, or to members of the Institute of American Meat Packers. It is open to every sausage manufacturer and every packer in the country who wishes to co-operate in this nation-wide campaign to stimulate the interest of consumers in sausage and "ready-to-serve" meats, and to increase the sales of companies manufacturing these products.

An authority on home economics has been working for several weeks on the preparation of new and novel recipes for sausage products. The material which she has prepared is of such broad appeal that it should be effective in increasing the appeal of sausage in every section of the country to which it goes.

## Valuable Merchandising Aids

A valuable point about the sausage recipe book is that it can be imprinted with the name, slogan and address of the packer or sausage manufacturer who orders it, and thus the consumer who obtains the book will have a natural tendency to ask for the products of the sausage manufacturer or packer whose name appears on this complete collection of attractive food dishes it makes.

The book contains 32 pages, printed in two colors, as illustrated on the color proofs of the window display poster of the recipe book sent out this week.

In addition to the 32-page sausage and "ready-to-serve" recipe book, the organization has prepared a 4-page recipe folder, in full colors, on frankfurters. The leaflet contains recipes for serving frankfurters, prepared and published by the Pictorial Review in its January, 1935, issue. This leaflet also can be imprinted with the name, address and slogan of the sausage maker or packer who orders it, and will be delivered in time for use during the opening week of the sausage campaign when frankfurters are being featured. The cost of the leaflet will be low. Copies will be sent out before Tuesday, April 23, to all sausagemakers and packers.

A copy of the 32-page recipe book is being sent to all sausage manufacturers and packers throughout the entire country from the Palmer Advertising Service, Inc., within the next few days, with an order blank showing prices on the book. The maximum price will be \$36.90 per 1,000, plus a small charge for imprinting firm name, address, and slogan. The imprint charge will vary with the size of the

order. Prices on the book may be lower than the \$36.90 price if orders from all sausagemakers and packers participating in the campaign exceed 250,000 copies.

## Campaign Attracts Wide Interest

During the past week every packer and sausagemaker in the United States has received a large sheet, size 40 x 60 inches, which shows the large center window display poster, the 8 side posters and the 2 posters on the recipe book, in

(Continued on page 19.)



New Tricks *with an*  
Old Favorite

## PUTTING PEP INTO FRANKFURT SALES.

To the right is the cover of 4-page leaflet offered manufacturers and dealers as a part of the May Sausage Campaign. It contains many recipes and much information on new ways to use frankfurters.

Week ending April 20, 1935



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## Business and Government

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News of governmental activities under the New Deal as they affect business and industry—especially the meat packing and allied industries.

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### AAA Amendments

WHILE proposed amendments to the Agricultural Adjustment Act are still under consideration at Washington in the House committee and temporarily sidetracked in the Senate, the opposition of processors, producers and consumers is crystallizing in a determined drive to defeat the legislation.

It is believed the amendments may be considered by the Senate within two weeks and reported out of committee in the House at any time. In view of possibility of such early action, those opposing amendments are making every effort to bring about public understanding of the measure.

Senator Harry F. Byrd of Virginia will voice his opposition to the amendments in a speech to be broadcast nationally on Monday evening, April 22, over stations of the National Broadcasting Co.

### Cattleman Calls It a "Mess"

Calling the AAA program "an awful mess," Dan Casement, Manhattan, Kans., farmer, appealed to farmers who have made applications for corn-hog contracts to withhold their signatures from contracts and end the plan. His speech was broadcast nationally in a farm forum program sponsored by NBC. In criticizing proposed AAA amendments Mr. Casement said:

"Sometime ago I prepared a short analysis of the various provisions of these proposed amendments, giving my honest views of the injustices and injuries which might logically be expected to result from their passage. . . . The most effective attack on the amendments must be made on the law itself. For Congress deliberately to busy itself with the task of buttressing and perpetuating rank unrighteousness appears to me as something worse than folly.

"For that reason my present indictment is of the law itself. I indict the agricultural adjustment act because it runs counter to, offends and makes pretense of repealing practically every fundamental law evolved from human experience during all the ages."

### Wallace on the Defense

Seeing their entire program imperiled by the attack on the amendments, AAA and Department of Agriculture officials have been taking their cause to the country. In a speech at Atlanta, Ga., on April 13, Secretary Wallace said:

"The current resistance to the pend-

ing amendments to AAA is really an attack upon the whole program. The forces that have been set in motion could become so intense and powerful as to destroy the whole broad program of agricultural adjustment."

In an address at Brunswick, Me., on April 17, Secretary Wallace impliedly allied the AAA with consumers, saying, "One-third of the consumer's dollar is spent for food. But only about 13 per cent of the consumer's cost of living goes to the farmer. The joint interest of farmers and consumers is the share of the cost which they pay to processors and distributors."

Washington observers believe that if licensing and record auditing of handlers of agricultural commodities is authorized by Congress such powers will be hedged with restrictions. It is also thought, however, that the Administration may take a hand in behalf of whatever Administrator Davis believes absolutely necessary in the bill.

### Drive to Drop Processing Tax

Pressure to remove processing taxes, especially on hogs and cotton, is becoming strong in Congress. It is reported amendments may be revised by provisions aimed toward getting rid of processing taxes or opening way to subsidize export of surplus farm products. Any such revision, it is believed, would eventually kill the entire AAA program.

Protests of the amendments continue to come from business groups in all parts of the country. Some of the latest of these to voice their disapproval are: Associated Industries of New York State, Dayton Grocers and Butchers Association, Farmers' Union Produce of Genoa, Neb., Greater North Dakota Association, Indiana Cannery Association, Indiana Manufacturers Association, Pennsylvania Millers and Feed Dealers Association and Chambers of Commerce in Austin, Tex., Concord, N. H., Gardner, Mass., and Harrisburg, Pa.

### Labor Legislation

A SURVEY just completed by the committee on labor problems of the Associated Business Papers and the National Conference of Business Paper Editors brought out that practically every industry served by this group of 125 business publications is unalterably opposed to the proposed Wagner labor bill. The main purpose of this legisla-

tion would be to "promote equality of bargaining power between employers and employees, to diminish the causes of labor disputes, to create a National Labor Relations Board, and for other purposes."

Not only do these editors hold that industry is opposed to such legislation, but a majority of them point out that there is no existing need for any labor relations legislation. In many instances they contend that relations between labor and management would be closer and more amicable if outside interferences would be removed from their negotiations.

Answers to a questionnaire issued to these editors brought out that about 85 per cent of them felt that the various companies served by their publications were opposed to the Wagner labor bill. The remaining 15 per cent held that their fields would not be directly affected by the proposed act. A substantial share of this group, however, felt that the indirect effects would be harmful.

### Reasons for Opposition

Among reasons advanced in support of the general opposition were:

1. "Legislation of the type attempted in the Wagner bill is unworkable and unfair. Effects of such legislation will be harmful by breeding dispute rather than disposing of it."

2. "The Wagner bill is considered a possible opening wedge toward a thirty-hour week and toward some further plan of labor dictatorship."

3. "The proposed legislation is looked upon as an attempt on the part of the American Federation of Labor to become the spokesman instead of allowing the minority to speak for itself. Its enactments would foment a new and more bitter series of labor disputes than any we have known under the NRA to date."

Editors were questioned as to whether or not a need existed for such or similar legislation in the fields covered by their publications. Of the responses 71 per cent contended that there was no need for such drastic legislation. They brought out that in general employers and workers in industry are enjoying harmonious relations.

### PROCESSING TAX PROTEST

Enjoinment of the Bureau of Internal Revenue from collecting \$612,483 in hog-processing taxes has been asked of federal courts by trustees of A. Fink & Sons, Newark, N. J., pork packers. Hearings on the case which were to be held on April 16, have now been postponed until April 30. The petitioners declare that the tax is unconstitutional because it takes property from one group and gives it to another. Processing taxes were due when the company went into trusteeship and Hygrade Food Products Corp., which took over business and property at trustees' sale, claims it is not liable for the tax.



# Methods of Recording and Reporting Meat Truck Accidents

By H. R. COBLEIGH

Motor Truck Division, National Automobile Chamber of Commerce.

IN SPITE of the most careful training given to meat truck drivers, accidents will occur.

It is extremely important to know just what to do when an accident happens. Full instructions on this subject, therefore, should be among the first given every new driver. Old drivers should also be examined on these instructions occasionally.

Keeping adequate accident records is an indispensable auxiliary to an effective driver-training program. Such records will show when certain conditions repeatedly figure in accidents. They will indicate the need of special instructions or disciplinary action to secure greater attention to avoid whatever carelessness was involved.

For example, if many accidents occur when a company truck is passing another vehicle, the rules for safe driving need stressing:

- 1—Do not pass on a curve or hill.
- 2—Be sure the road is wide enough and the way ahead clear.
- 3—Sound the horn and signal with the hand before turning out.

Without complete accident records and a study of them the management will have no measure of its accomplishments in accident prevention.

## All Accidents Should Be Reported

All new and old drivers and all personnel concerned with accidents should be prepared by previous instruction to deal with accidents in a way to minimize their serious consequences.

No driver ever should leave the garage without having in his pocket or on the truck a report card telling him what to do and what information to get in the event of an accident. A very excellent form for this purpose is reproduced herewith. It is supplied by certain insurance companies. The first page tells the driver what to do and in what order. The rest of the card should be filled in as a report and turned after the accident.

Common sense and human decency will prompt a driver to do the first thing necessary after an accident—everything possible to care for any one hurt. As soon as that is attended to, or at once if no one was injured, he should take his report card and enter the names and addresses of witnesses and other information that will be needed for insurance adjustments and possible damage suits.

Much subsequent trouble usually will be avoided if the driver does not assume himself to blame nor accuse

*Sixth of a series of discussions  
on truck driver training and  
control.*

another. Under no circumstances should he be discourteous or lose his temper. He will have the advantage of the situation if he keeps cool.

## Full Information Essential

As drivers will be the principal source of information about accidents they should be impressed with the necessity for the company to have full, true and unbiased information. A driver's failure to report an accident of any consequence should be punished by dismissal.

The National Safety Council gives an excellent definition of what constitutes a reportable accident:

"A reportable accident shall be any accident in which the vehicle is involved, unless properly parked, where

such accident results in death, personal injury or property damage, regardless of who was hurt, what property was damaged, or who was responsible."

## Following Up the Accident

Some require a report of any mishap however trivial if it has accident potentialities, such as, a truck's leaving the road unintentionally because the presence of a pedestrian or obstruction at that point could have resulted in personal injury or property damage.

Information from minor accidents may be fully as important as that from serious ones in building up an accident-prevention program and also may be valuable in defeating fraudulent damage claims that often follow.

Immediately following the accident a more complete vehicle accident report should be filled out by the driver or better by some official from his testimony. It gets nearer to the truth sometimes and impresses upon the driver the importance of his state-

## THE INJURED PERSON

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
NATURE OF INJURIES \_\_\_\_\_  
WHERE TAKEN AFTER ACCIDENT \_\_\_\_\_  
ATTENDING PHYSICIAN \_\_\_\_\_  
GIVE NAMES AND ADDRESSES OF ALL OCCUPANTS OF THE OTHER CAR \_\_\_\_\_

## THE ACCIDENT

DATE \_\_\_\_\_ HOUR \_\_\_\_\_ A. M. OR P. M.  
LOCATION \_\_\_\_\_  
ON WHICH SIDE OF STREET WERE YOU \_\_\_\_\_  
DRIVING WHICH WAY \_\_\_\_\_  
HOW FAR FROM CURB \_\_\_\_\_  
WERE YOU BLOWING HORN \_\_\_\_\_ WERE YOUR LIGHTS LIT \_\_\_\_\_  
CONDITION OF WEATHER \_\_\_\_\_  
CONDITION OF STREET OR ROAD \_\_\_\_\_  
DESCRIBE HOW ACCIDENT OCCURRED \_\_\_\_\_

## DAMAGE TO PROPERTY OF OTHERS

NAME OF OWNER \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
NAME OF DRIVER \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
DRIVER'S LICENSE NO. \_\_\_\_\_  
CAR REGISTRATION NO. \_\_\_\_\_  
NATURE OF DAMAGE \_\_\_\_\_

## PROPER FORMS FOR REPORTING ACCIDENTS ARE ESSENTIAL.

The two center pages of a four-page accident report. On the first page are instructions telling the driver what to do in the case of an accident and in what order. The fourth page has spaces for the names and addresses of witnesses and a diagram of streets on which can be indicated just how the accident occurred.

NOTE—CARD CAN BE CREATED HERE AND INSERTED IN CARD HOLDER

ments. This report is for the permanent records and covers facts regarding causes, circumstances and results.

Large fleet owners usually have a form of their own to cover all of the information that their experience has found to be important to them. Small fleets having relatively infrequent use for such forms will be better supplied and at less expense if they obtain from the National Safety Council its "Vehicle Accident Report" form.

On one side is provided spaces for all data required by the owner and insurance companies to fix responsibility, including the people and equipment involved, names and addresses of injured persons and witnesses, license numbers, a diagram of the accident showing the road or street outlines and positions of vehicles, etc.

The other side details the circumstances of the accident mainly filled out by checking items listed. This provides the information usually required by the police department, state motor vehicle bureau or other public accident-prevention agencies, including direction of travel of each vehicle, actions of each driver, and weather, light and road conditions.

#### Getting the Facts

This report is the basis for the investigation and study that should follow every accident to fix responsibility, adjust damage settlements and disclose ways to prevent its recurrence.

Drivers will be loath to admit responsibility. They will be tempted to falsify or withhold facts that condemn them. But obtaining the truth is essential to developing efficient, safe driving. It will help to bring out the true facts if drivers are given to understand that their making a "clean breast of it" if they were to blame will incline the management to leniency, whereas their covering up anything will go bad with them if it is discovered.

One large concern has a supplementary practice that is very effective in two ways—increasing driver cautiousness and disclosing better accident preventives. Each driver who has an accident is given a blank which he is asked to take home and fill out after he has had time to think over the questions asked. It is explained to him that his answers will have no effect on his record, but that the questions are asked entirely in the interest of future accident prevention work. The questions are:

- 1—What do you think were the causes of this accident?
- 2—Do you think you contributed in any way to this accident and if so how?
- 3—What would you do now to prevent a similar kind of an accident?

#### How Data is Compiled

This company and others that have since adopted the plan have found that they often obtain valuable additional material for their accident prevention work.

Experience from past accidents should be made the basis of study to improve the safety record. From the individual accident reports a periodic summary and analysis should be made. It affords comparisons from one period to another and between the divisions of a fleet.

The National Safety Council also has two excellent forms for this work: 1—"Vehicular Accident Record Sheet" and 2—"Vehicular Accident Summary Report." The accident reports are transferred to the record sheets which provide for three tables:

- 1—Drivers' Records
- 2—Circumstances Connected with the Accidents
- 3—Summary for Period

### Cost of Operating Sales Cars

The cost of operating salesmen's cars has been reduced by the General Foods Corporation during the past three years because they have taken advantage of every opportunity toward this end.

This firm's fleet of 1,007 cars rolled up a total of 15,735,754 miles in 1932 at an average cost per car mile of 4 9/10c. Indications are that when 1933 figures are compiled, General Foods' fleet will have traveled approximately 15,335,000 miles at an average cost per car mile of 4 3/10c—an anticipated reduction of 6/10c a car-mile. Mileage costs include all operating and maintenance costs, as well as the fixed charges of license, insurance, and depreciation.

Figures for the first nine months of 1933 show a total fleet mileage of 11,313,086, and a car-mile operating cost of 4 1/3c. This compares with 11,644,326 miles at an operating cost of 5c a car-mile for the same period in 1932. Better cars, tires, gasoline, oil, roads, and service facilities are given full credit by C. L. Jones, head of General Foods automotive division, for reduced mileage costs, 1933 being the third year to record such decreases.

"Tire costs provide an interesting item in our records," states Mr. Jones. "In 1927 our tire costs averaged 8/10c a mile, including both new tires and repairs on old equipment. In 1929, improvement in tires and lowering in price were reflected in a tire cost of 4/10c a mile—just half what it had been two years before. In 1931 our tire mileage cost dropped to 3/10c. For the first nine months of 1933, our tire mileage cost was comfortably under 2/10c, although for the full year of 1933 we expect it to average about 2/10c a mile."

Anticipated reduction of 400,000 miles in total fleet mileage in 1933 is attributed to better routing and reassignment of salesmen's territories. The company's fleet include 323 coupes, 467 sedan deliveries, and 217 ½-ton panel deliveries, nearly all of which are on 6-cylinder chassis.

It is desirable to use a separate record sheet for each type of vehicle operated, classified as commercial vehicles, electric vehicles, passenger cars, buses, taxicabs and horse-drawn vehicles. Each sheet will care for 24 accidents. The data from these sheets should be regularly summarized on the summary report form again using a separate one for each type of vehicle. On this form are also three tables:

- 1—Accident Rates
- 2—Records of Drivers in Accidents
- 3—Circumstances of Accidents

#### Lessons from Accident Data

Some large companies summarize their accident experience monthly, others quarterly and even the smallest should do so at least semi-annually.

From a study of the data thus collected many things will be learned about accident trends, usually making it possible to devise measures for reducing the hazards involved or increasing precautions to combat them. As an example, if driver fatigue was an element, it will suggest a shortening of working hours. Corrective measures needed should be applied to individuals immediately after an accident occurs, but the study of a number of accidents will be necessary to disclose any faults existing in the conduct of the safety program as a whole. In general it is important to know:

- 1—What type of accident occurs most frequently.
- 2—Where most accidents happen.
- 3—What actions of drivers are involved in most accidents.
- 4—What conditions of road, the weather, or light, figure most prominently in accidents.
- 5—What personal injuries or property damage result from accidents.
- 6—What should be done to eliminate the causes.
- 7—What reductions have been made in outstanding causes.
- 8—Which employees are accident-prone.

In connection with training of drivers, a valuable adjunct to the system is a card file of individual driver's accident records. One side of the card may be used to record the individual's accidents—when they occurred, the result, amount of damage, type of accident and "remarks." From these cards it is soon apparent when a driver is having an abnormal number of accidents, indicating that his training should be intensified, or that he should be dismissed, unless the accidents are in a class for which he cannot be held responsible.

On the back of the card may be kept a monthly record of the driver's mileage. The driver's record card is of particular advantage if a bonus or other award is made for an accident-free record, or in connection with a safety contest.

In the next article of this series the relationship of accidents and accident record studies to the driver training program will be given.

## Value of Display

Attractive packages and elaborate exhibits sell the packer's goods

JUDGING from packers' exhibits at food fairs and other exhibitions throughout the country, it is apparent that they appreciate the value of this form of advertising. No expense is spared in making their exhibits original and attractive, and at the same time tell the story of meat in its most convincing form.

Attractive packaging with eye and appetite appeal is, of course, the nucleus around which these exhibits are formed. No matter how original the idea of the exhibit might be, if the product itself is not attractively displayed the entire value of the exhibit is lost.

On this page are illustrated three different exhibits, all quite varied in method and arrangement, but all of them with the same idea in mind—to arouse the interest of consumers in the story of meat.

The first two illustrations are meat exhibits at food fairs, some of the meats and allied products attractively packaged. The third illustration shows an exhibit of packaged meat products at the recent national packaging exposition. This exhibit testifies to the value of well-designed packages as a selling medium.

### Steps in Package Design

Kingan & Co.'s "family of packages" has become famous as a fine example of attention-getting design applied to meat containers, signs, refrigerator cars, stationery, etc. Results are apparent, but like many other developments in the meat packing industry, little has been heard of the intensive work, experimenting and testing that prepared the way for them, or the man-

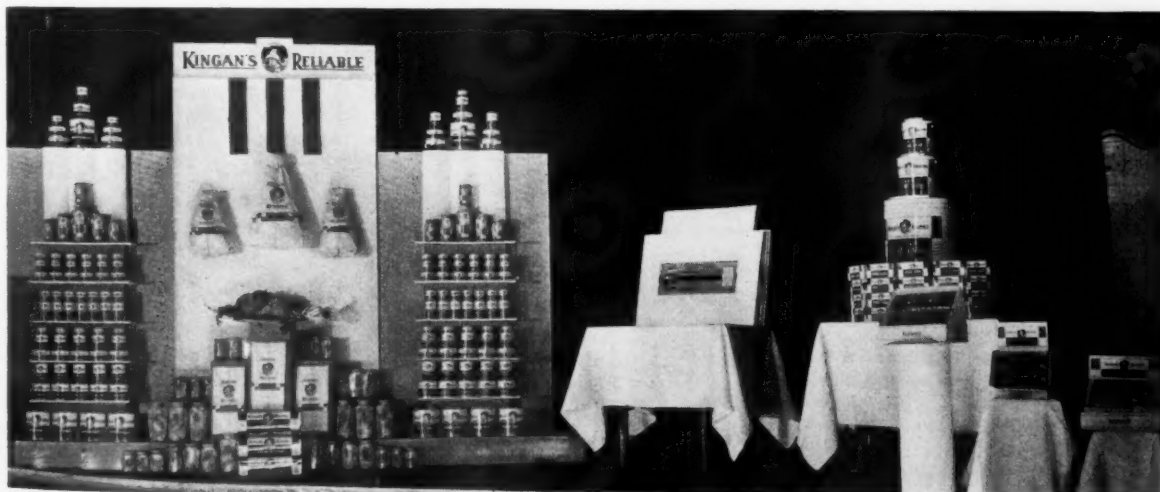
(Continued on page 42.)



### PACKERS SHOW CONSUMER THEIR QUALITY PRODUCTS.

At the recent Philadelphia Food Fair several packers had elaborate and attractive exhibits of their packaged and other products. The exhibit of John J. Felin & Co., Philadelphia (above) showed a full line of pork products, sausage, etc., in cartons, tins and glass. Karl Seiler & Sons (below) made a hit with their log-cabin exhibit, and thousands sampled their famous Gooseneck liver sausage.

Below is shown Kingan & Co.'s "Family of Packages" on display at the recent Packaging Exposition at Chicago.





# Practical Points for the Trade



## Smoked Liver Sausage

What is a good formula for braunschweiger, and how can it be handled to maintain color and keep rings from forming? A sausage maker asks for a formula and processing directions. He says:

Editor THE NATIONAL PROVISIONER:

Please send me formula for making a good braunschweiger, also directions for processing so as to avoid discolored or ringed product. Any help you can give me will be greatly appreciated, as I want to get out a quality sausage.

The following formula and manufacturing directions will make a braunschweiger which holds its color inside and out, and has good cutting structure as well.

### Meats:

- 42 lbs. hog livers trimmed, washed and chilled
- 12 lbs. cured veal
- 41 lbs. regular fresh pork trimmings
- 5 lbs. hog brains.

Suggested, but not absolutely necessary if price conditions are unfavorable, are 3½ dz. fresh eggs or 4 lbs. frozen eggs, either the yolks or the whole egg, and 3 lbs. powdered milk. These additions add much to the flavor and body and are strongly recommended, unless priced too high.

### Grinding and Mixing

Grind veal through fine plate and chop with livers. Veal should be free from sinews but not cooked. It should be chopped as long as possible without heating. When it begins to bubble, it is near done. Use of cured raw veal helps prevent discoloration in the finished product. After chopping, salt, spices, dry milk and eggs should be added.

Chop 2 lbs. of onions with liver and veal, and add hog brains. Then add fresh pork trimmings, being sure they are cold. Chopping should continue until the mass is smooth but not too warm.

### Seasoning

The following seasoning is used in this formula:

- 2 lbs. 1 oz. salt
- 5 oz. sugar
- 6½ oz. white pepper
- 2½ oz. coriander
- 1½ oz. mace
- 1 oz. ground celery
- 1 oz. cardamon
- ¾ oz. ground cinnamon

Dry and liquid seasoning manufacturers will prepare this seasoning formula mixed and ready for use. This is a convenience when production volume is fairly large. It prevents errors in the plant, and is an aid to securing uniformly-seasoned products. Only the

best firms should be consulted when prepared seasonings are considered.

No ice should be added to the mixture, and the livers should be well drained.

### Processing

Stuff in medium or large bungs or manufactured casings. Cook at 165 degs. Fahr. and cool gradually, but leave some heat in center. It is generally sufficient to remove sausage from hot water tank and immerse in ice water for about 12 minutes, after which sausage should be hung on a truck.

If cold water is turned into cooker and sausage thus cooled gradually, it should be removed while still warm in the center. It should then be rinsed with hot water and placed immediately in the smokehouse. Handling in this manner will prevent a ring in braunschweiger.

### Smoking

Sausage should not be put into chill

room overnight and smoked the next morning, as heat in smokehouse contrasting with cold product will have a bad general effect, as well as discoloring the inside. If it is absolutely necessary to put braunschweiger in the cooler overnight before it is smoked, it should be hung in the sausage kitchen for 2½ hours and rinsed off several times with hot water before going into smokehouse. Even then there may be trouble with a ring in the sausage.

When removed from smokehouse, sausage should be allowed to cool before being placed in the chill room. From 2 to 5 hours cool smoke is sufficient.

## Curing Frozen Meats

Cheek meat and pork hearts which are held for eventual cure and sausage making must be handled carefully. A sausage manufacturer experiences difficulty in curing these products. He writes:

Editor THE NATIONAL PROVISIONER:

I am having trouble curing pork hearts and cheek meat. After they have been frozen they do not cure well and have poor color and noticeable odor. Also the resulting sausage has a peculiar taste.

Can you help me?

It is assumed that hearts and cheek meat are in good condition and that troubles develop in curing operation. If this is true, then curing methods are wrong or improper temperatures used during curing.

The following curing mixture may be used per 100 lbs. of meat:

- 2½ lbs. salt
- 3 oz. sodium nitrate
- 6 oz. sugar

In addition a small quantity of second pickle may be used if meats are to be cured in barrels or tierces. The meats should be chopped with ice, well mixed with the above curing ingredients and spread on pans in a cooler maintained at a temperature of about 40 degs. Fahr. Curing will be completed in 2 to 3 days.

## STATE TRADE MARK TAXATION

State registration of trade marks and advertising symbols, which the Nevada legislature would have made mandatory, has been vetoed by Governor Korman of that state. Trade marks would have been public property if not registered at a fee of \$10 within 6 months of the bill's passage. The governor stated that the bill "violated every principle back of the rule against taking property without due process of law." Similar legislation has been introduced into Maryland and New York legislatures.

## What Is Boiled Ham Shrinkage Cost?

Certain costs in making boiled hams vary directly as the value of the product varies.

Chief among these is the cost of shrinkage.

Anyone who figures costs, particularly for the purpose of arriving at selling prices, must keep this factor in mind.

This shrinkage item must be EXPRESSED in cents per pound but must be FIGURED from the value of the raw material used.

THE NATIONAL PROVISIONER has compiled a table to assist the packer in approximating the cost of shrinkage in the production of boiled hams. This gives the different percentages of shrinkages and at different value levels. Subscribers may have this table by filling out and sending in the following coupon, accompanied by a 10c stamp. In larger quantities, please write for prices.

The National Provisioner:  
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "How to Figure Shrinkage Cost in Making Boiled Hams."

Name .....

Street .....

City .....

Enclosed find a 10c stamp.



## Cutting Costs in the Plant

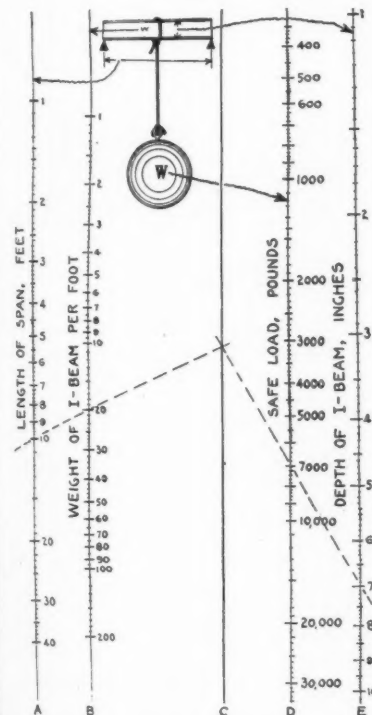
This year, as never before, the meat packer must practice all sorts of economies if he is to make a living profit out of high-cost raw materials due to reduced livestock supplies.

Ideas and suggestions for plant economies—most of them in successful operation in plants observed by THE NATIONAL PROVISIONER—will be reported in this column from time to time.

### I-BEAMS IN MEAT PLANTS

Changes in location of material or machinery in the packing plant are often complicated because of uncertainty as to whether or not I-beams will bear the new load. Packers are also often undecided as to what size I-beams to use in additions to their plants.

The chart shown here indicates how much load any ordinary I-beam will hold under the worst conditions; i.e.,



SAFE LOAD EASILY FOUND.

If weight per foot of I-beam, depth of I-beam and length of span are known, anyone can determine what load the beam will bear by using this chart.

with the load concentrated in the middle of the span.

A packing plant has on hand a 12-ft., 7-in. I-beam weighing 240 lbs. or 20 lbs. per foot. Will this beam support a load of 4,000 lbs. when the minimum distance between supports is 10 ft.?

The dotted lines drawn across the chart show how this problem is solved. A straight line is drawn through the 10-ft. (column A) and the 20 lb. (column B) markers. From the intersection of this line with column C, another line is run through to column E.

## Rust and Corrosion

### Everyday Problems of Meat Plant Equipment and Maintenance and How to Solve Them

#### GALVANIZED IRON

By HENRY TRAPHAGEN.

Galvanized iron (steel), widely used in the meat packing industry, is popularly supposed to be rustproof, but experience has shown that it is not always so. Good steel, thoroughly cleaned and coated uniformly with pure zinc, is fairly rust resistant—but only as long as the coating of zinc remains intact. Expose the steel and rust results. It is zinc alone which does not rust.

For this reason, galvanized iron should not be handled in any way which might injure the zinc coating. If galvanized sheets are riveted, holes being punched in the coating, rust will appear around rivets.

In meat packing plants machinery with galvanized parts should be painted promptly and kept painted. Do not wait until rust starts before painting. Once rust has started under the zinc coating the foundation for paint has been weakened. The loosened zinc will peel away, carrying the paint with it.

Zinc coating is too smooth for ordinary paints. Slippery, greasy paint will not stick to it. Some kind having "tooth" is necessary. One satisfactory method is to use some silica in the paint (sharp crystals which hook into the zinc).

Where paint cannot be used, zinc will not give protection for long. In such places solid, non-rusting material is a good investment.

EDITOR'S NOTE—Watch for the next suggestion on avoiding rust and corrosion.

The intersection of this line with column D shows that the I-beam will support a load of 7,000 lbs.

Similarly, it is easy to ascertain an unknown factor in any one of the three columns when the other three factors are known. For uniformly distributed loads the safe loads in column D may be multiplied by two.

### PRODUCT HANDLING SIMPLIFIED

The accompanying illustration shows a new idea in transporting product that might be applicable in many departments of the meat packing plant, particularly when filling orders or when moving product from one operation to another. It might be used to transport product between floors over ramps.

In the particular instance shown the installation is used in making up diversified orders. A skid platform is placed on a lift truck, and as it passes along the aisle, various items of the order are placed on it. When the order is completed the loaded platform is placed on the truck or freight car.

The idea might also be applied in the

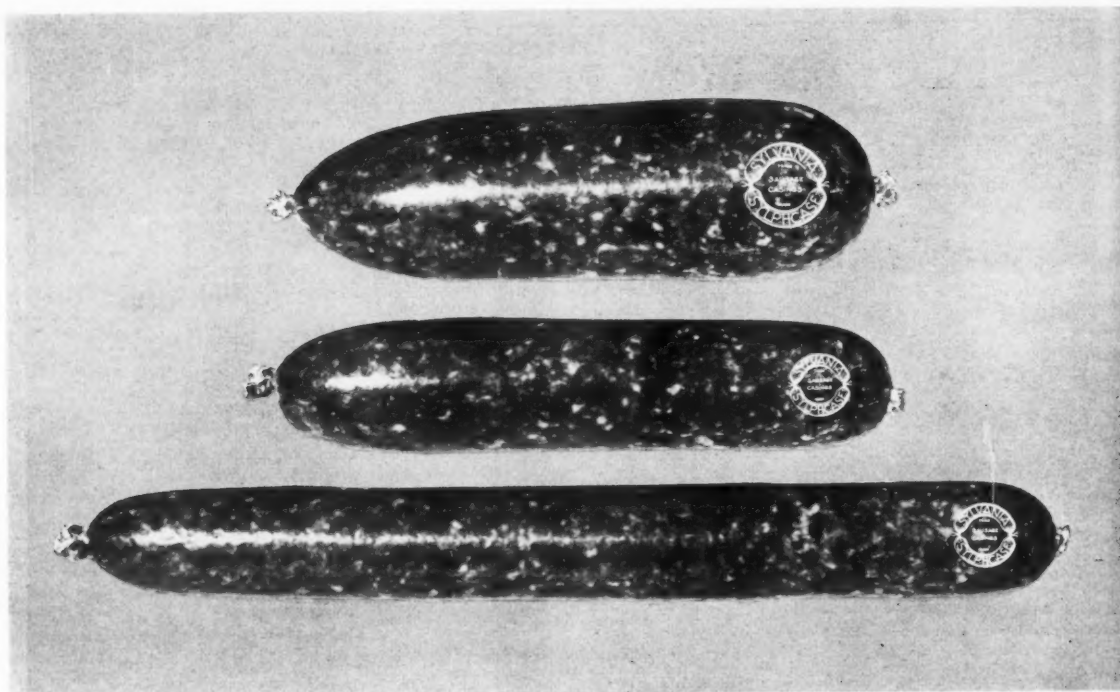


#### NEW IDEA IN PRODUCT HANDLING.

A moving overhead chain and a lift truck transport products in order filling at small cost. The idea might be applied advantageously in many departments of the meat packing plant. (Scene in warehouse of First National Stores, Boston, Mass.)

meat packing plant to move product in trucks and racks along specified routes, as from killing floor to edible and inedible rendering departments and coolers, from soaking vats to smokehouses, from smokehouses to coolers, etc.

One advantage of moving product by an overhead chain and trucks is that investment in equipment would be comparatively small, and when not in use no working floor space would be wasted.



# SYLVANIA SYLPHCASE K

TRADE MARK

## TRANSPARENT SAUSAGE CASINGS

A new type of transparent sausage casing made of a material not heretofore used in this country.

SYLPHCASE K casings are fully transparent after soaking. They are handled in the same manner as viscose casings and are strictly Kosher. They are also acceptable to the B. A. I.

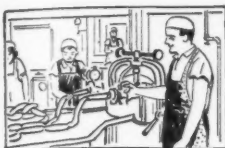
After cooking and drying SYLPHCASE K sausage casings provide a satisfactory compact or solid sausage with smooth, firm casing.

Ask for samples, stating sizes, quantities, etc., to satisfy yourself as to the superior quality of Sylvania SYLPHCASE K casings.

### SYLVANIA INDUSTRIAL CORPORATION

SYLPHCASE DIVISION

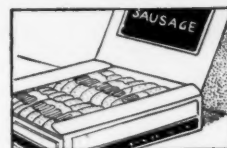
Executive and Sales Offices: 122 EAST 42nd STREET, N. Y. C.  
Works, Fredericksburg, Va.



A page  
for the

# SAUSAGE

Manufacturer



## With Sausage Quality Label Sales Jump 65% in Week

WHEN a packer with an already large sausage volume increases sales 65 per cent in one week—and at a time when sausage consumption generally has been slipping—THAT'S NEWS!

This is the record established by John J. Felin & Co., Inc., Philadelphia, during the first week of a new advertising campaign. The story can be told in a few words. Success was the result of definitely establishing the quality of Felin sausage, and talking about it.

Felin has long had an enviable reputation in Philadelphia and Eastern territory for the high quality of its sausage and ready-to-serve products. In recent plans to increase sausage volume, therefore, quality was not a problem.

Executives of the company did appreciate, however, that in times like these, when so much product made to sell at a price is being offered, proof of quality from an unbiased source is a valuable merchandising advantage. Felin considered it advisable, therefore, not only to continue to claim quality in its products, but also to back up these claims with irrefutable proof.

### Awarded U. S. No. 1 Label

Proof of flavor, food value and general high quality is certified by the U. S. Bureau of Agricultural Economics in the same manner that purity, wholesomeness and general healthfulness of meats are certified by the U. S. Bureau of Animal Industry. Instead of an inspection stamp, the B. A. E. permits the use on certified products of a tag or label which reads:

#### CERTIFICATE OF QUALITY.

This is to certify that the Felin pure food product identified by this certificate was granted by an official grader of the Bureau of Agricultural Economics, that the date of grading is stamped hereon, and that the quality at time of grading was U. S. No. 1 grade.

Frankfurts, bologna, liver sausage, liver and bacon sausage, pure pork sausage, pimiento roll and many other Felin sausage varieties are being certified as U. S. No. 1 grade by the B. A. E.

### Advertising the Label

How Felin capitalized on B. A. E. inspection and grading is shown in the advertising campaign carried in Philadelphia newspapers. One of the advertisements used, the fourth in the series, is shown in the accompanying illustration. This occupied a full page, and like the others, emphasized proof of



#### INCREASED SALES 25 PER CENT.

Quality label identifying certificate of quality issued for Felin sausage by the U. S. Bureau of Agricultural Economics. Opposite side of the label states that the product to which it is attached is U. S. No. 1 grade.

## FELIN'S SAUSAGE PRODUCTS WIN UNCLE SAM'S HIGHEST "CERTIFICATE OF QUALITY!"

FIRST IN PHILADELPHIA with  
"U. S. No. 1 Grade" Rating!

**Important News!**

Mother! Do you sometimes hesitate about giving your children sausage products?

Now you can be sure you're safe. For Uncle Sam has put a shield on Felin's products. Frankfurts, Bologna, Liver Sausage, Liver & Bacon Sausage, Pimiento Roll, Pure Pork Sausage and a host of other Felin products. And when the U. S. Government says a product is O. K.—it IS O. K.!

For years Felin's products have earned U. S. Government approval.

**Inspection Seal No. 277**

This guarantees the purity. Now these products carry a FURTHER GUARANTEE of QUALITY of the Bureau of Agricultural Economics. After carefully testing Felin's fine sausage products, this bureau has awarded them "U. S. No. 1 Grade."

**Highest U. S. Standard**

This means that these products conform with the highest government standards for flavor, texture, appearance and food value. You can buy no better sausage products.

So give your family—your children, too—all the tender, juicy frankfurts, all the delicious bolognas, all the wholesome, healthful liver sausages they want—in fact any U. S. No. 1 Grade sausage product!

**Insist on Felin's**

Now—a word of warning. Be sure you get sausage products with this double inspection, for both PURITY and QUALITY. It's wise to insist on FELIN'S. Then you know you've got an extra peace-of-mind.

Your neighborhood dealer can supply you—or phone BRIDGES 1750

**FELIN'S "U. S. No. 1 Grade" SAUSAGE PRODUCTS**

**Double Inspection for Double Protection AT NO EXTRA COST!**

Frankfurts • Bologna • Liver Sausage  
Liver & Bacon Sausage • Pure Pork Sausage  
Pimiento Roll • and many other Sausage Varieties

#### CONSUMERS BUY QUALITY SAUSAGE.

Newspaper advertisement run by John J. Felin & Co., Inc., following No. 1 grade award by B. A. E. Consumer reaction was generous—volume increased 65 per cent during campaign's first week.

quality to be found in Felin's sausage.

The first three of these newspaper advertisements dealt with specific products—frankfurts, bologna, liver sausage and liver and bacon sausage in the order named. The fourth summed up the facts contained in the first three. The fifth clinched the sales arguments previously made with a reproduction of a letter from the B. A. E. in which Felin was notified of the date on which sausage inspection and grading would start, and congratulated on the progressive and forward-looking step it had taken. Reproductions of B. A. E. inspection stamp and B. A. E. certificate of quality were used in a conspicuous location on each ad.

Consumer response to this advertising of quality was immediate. Felin reports that sausage sales for the first week following the advertising of the "quality label" increased 65 per cent.

This substantiates what THE NATIONAL PROVISIONER has been preaching for years—that consumers have not lost their liking for good sausage, and that sausage consumption can be increased permanently with high quality products efficiently merchandised.

### SAUSAGE CAMPAIGN

(Continued from page 11.)

full color, exactly as they will look on the completed job. The different displays will be separate, each one on heavy mounting board with easel back.

Orders which already have been received from packers and sausagemakers indicate that consumers will hear about sausage in May.

In addition to the window display material and the recipe books, plans are rapidly going forward for local meetings throughout the entire country of packers and sausagemakers, and local stunts by which the attention of consumers will be directed to the merits of sausage. Some of the plans include all-sausage luncheons for chambers of commerce, Rotary, Kiwanis and Lions clubs or other groups; feature sales in local meat and food stores, talks on sausage over radio stations and before local groups, and displays of sausage in food and other stores.

Prompt action on the part of all sausagemakers and packers who wish to participate in the campaign is essential if they are to receive their material in time to share in the benefits of it. Orders for the sausage display material and for sausage recipe book should be sent at once to the National Organization of Sausage Manufacturers, 59 East Van Buren st., Chicago.



# Cargo cooled or heated in Dry-Zero insulated dual-temperature body

**R**EFRIGERATED in warm weather . . . heated in freezing weather . . . light weight. These are qualities of the thoroughly efficient, dual-temperature body illustrated here.

Dual-temperature is provided by ice bunkers for refrigeration, hot water radiators for heating, with fan-forced air circulation. To provide utmost economy and efficiency in cooling and heating, Dry-Zero insulation is used in walls and roof.

Dry-Zero insulation also conforms to a third requirement of efficiency . . . light weight. Quality insulation of such extremely light weight, plus aluminum body construction resulted in maximum load capacity at the lowest gross weight.

These are reasons why Merchants Despatch specified Dry-Zero insulation. Put these same qualities to work for you by specifying the same insulation for your next truck or trailer.

## THE TRAILER

Built and operated by Merchants Despatch, Inc., Rochester, N. Y. Refrigerated with ice bunkers. Heated with hot water system. Electric fan air circulation. Body built of aluminum. Dry-Zero Insulation: 3½ inches in roof, 2½ inches in all walls. Floor insulated with cork. Load capacity 6 tons.



This Dry-Zero insulated trailer is heated or refrigerated in accordance with weather and load requirements.

## THESE DRY-ZERO FACTS CONVINCE ENGINEERS

**C**ONTROL of body temperatures always involves two engineering factors . . . the cooling system and the insulation. The first takes out heat, the second keeps it out. To provide the most efficient and most economical temperature control each body should be designed for the specific cargo it is to carry.

Truck body engineers have specified Dry-Zero insulation for every type of truck, for every kind of perishable cargo and with all types of refrigeration systems. This summary of Dry-Zero qualities gives the reason for their choice:

- Insulation rating .24 B.t.u.
- Uniquely high resistance to moisture.
- Weight, 2 oz. per board foot.
- Immune from settling.
- Never absorbs or develops odors.
- Rot proof.
- Easy to install.
- Permanent.

Hauling perishable loads in safety and with profit requires efficient truck bodies. Construction, refrigeration, insulation must be

the best. It is safest, it is most practical to investigate the insulation problem carefully before construction is started. You should be sure it is light, permanent, efficient, non-hygroscopic, economical, easy to install. You can be sure of all these qualities by using Dry-Zero.

### Tell Your Body Builder to Give You a Quotation on Dry-Zero Insulation

Dry-Zero Standard Blanket is furnished cut to size and ready for installation. Dry-Zero Sealpad is available in standard widths and thicknesses. For occasional perishable loads in open or closed bodies, Dry-Zero Insulated Tarpaulin will give convenient and practical protection.

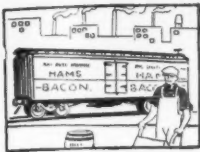
Dry-Zero engineers are available without cost for advice on insulation problems. Our engineering department has complete information on insulating requirements for all types of perishable commodities. Use this service without obligation. Dry-Zero Corporation, Merchandise Mart, Chicago or 687 Broadview Ave., Toronto.

**DRY-ZERO STANDARD BLANKET — DRY-ZERO SEALPAD**

**DRY-ZERO INSULATED TARPULIN — DRY-ZERO PLIABLE SLAB**

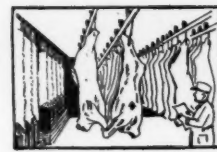
**DRY-ZERO**  
REG. U.S. PAT. OFF.  
THE MOST EFFICIENT  
COMMERCIAL INSULANT KNOWN





# REFRIGERATION

## and Frozen Foods

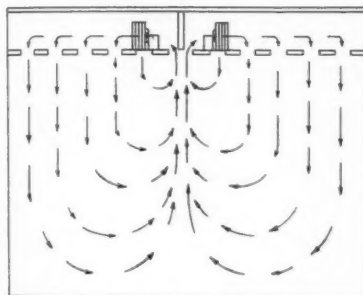
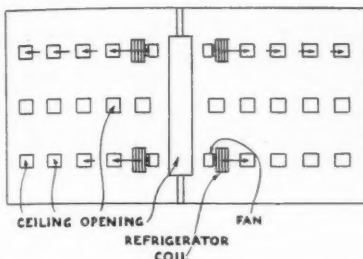


### Cooler Refrigeration

Results With Different Methods as Tried Out in the Meat Plant

THERE seems to be developing in the meat packing industry a rather well-defined trend toward the employment of positive systems of refrigeration—systems in which the temperature, rate of cooling or chilling, air movement, and to a considerable the percentage of humidity, is under rather close control.

These systems may make use of unit coolers or adaptations of the unit cooler



#### CUTS SHRINK AND HASTENS CHILL.

A refrigeration system similar to the one shown in these floor plan and cross section sketches is reported to have materially bettered chilling results in one meat plant. Fans and refrigerating coils are placed in a loft above the hog chill room. Air is drawn into the fans through a central opening and distributed through the room through smaller openings in the manner shown.

principle in one form or another. Generally they are used with direct expansion or brine coils, and a fan for pulling or blowing the air over the coils and distributing it throughout the cooler or chill room.

While the arrangement of these cooling systems and methods of distributing the air may differ, depending on particular conditions and opinions of the designer, they seem to be giving generally satisfactory results, provid-

ing uniform temperatures throughout a room and holding shrink low by maintaining a rather higher humidity than is possible under similar conditions with some other methods of refrigeration.

#### Fans and Cooling Coils

In one meat packing plant, where the hog chill room has recently been rebuilt, fans and cooling coils have been placed in a loft above the room. Four of these fan-coil units are used. They are placed on the center line of the room, and arranged in pairs to distribute air in opposite directions.

Air for the fans is received from the chill room through a duct along the center line of the ceiling, blown over the coils and chilled and delivered to the chill room through opening placed at regular intervals in the ceiling. The fans are of a sufficient capacity to deliver a large volume of air at a rather high velocity. The ceiling openings are of a sufficient total area and are so spaced as to permit distribution of the cold air into the room without noticeable strong air currents.

This system has worked very successfully in practice, chilling being accomplished in a very short time with about a 1/2 per cent reduction in shrink, compared with what was usual with the brine spray system formerly used. By having the coil surface large, and maintaining it at relatively high temperature, it is possible to secure a small differential between temperature of the air entering the coils and that leaving it, resulting in a high humidity in the chill room.

#### Use of Air Ducts

In other cooling systems installed recently, fans and coils connected to ducts are being used. In these cases also fans are designed to move a large quantity of air at a relatively low velocity, and duct openings are so spaced as to secure an equal distribution of air in the cooler. Again, by maintaining a relatively high temperature in the coil, so that there is only a small temperature difference between the air entering the coils and that leaving it, a relatively high humidity is maintained.

In these systems the return duct leading to the fan sometimes has an outside outlet, so that on cold days the refrigeration can be shut down and the room cooled with outside air.

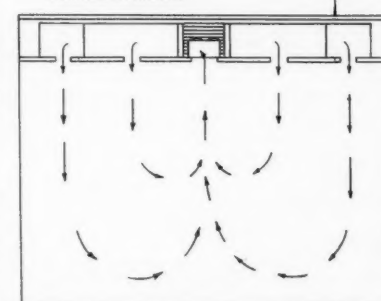
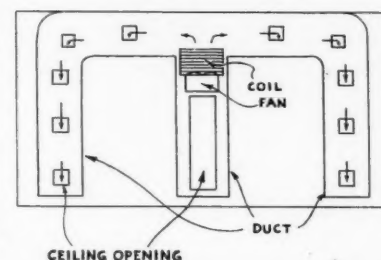
Somewhat similar results to those being secured with the previously described systems are also being attempted with unit coolers with reported good results. In these cases, coolers with a relatively large refrigerating capacity are used, and the temperature

of the brine spray or coils, as in the case of the systems previously described, is relatively low. A fan capable of moving a large quantity of air is also used.

#### Success With Unit Coolers

Distribution of the air in the cooler or chill room usually is effected through ducts with openings at predetermined intervals to secure an equal and uniform air distribution. The main duct often is reduced in diameter at intervals to secure a uniform air pressure throughout its length. Quick chilling or cooling, high humidity and low shrink are reported by packers who have small chill rooms and coolers equipped with unit coolers in the manner described.

A Chicago meat plant architect, who for some time has been an advocate of



#### TEMP. AND HUMIDITY CONTROLLED.

Many arrangements of fans, refrigerating coils and ducts can be provided for beef coolers and hog chill rooms. These plan and cross section sketches show how one packer adopted them to a beef cooler. The duct also has an opening outside the building so that refrigerating costs can be cut during cold weather by bringing outside air into the cooler. In this system, as in others using fans and coils, a high relative humidity in a room can be maintained by keeping coil temperature as low as is consistent with desired chilling results and moving a large volume of air.

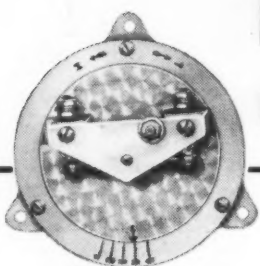
positive air systems for coolers, said recently that he is now convinced that these systems as applied to beef coolers can be used successfully in hog chill rooms, with of course such modifications



## Whatever the Refrigerant...

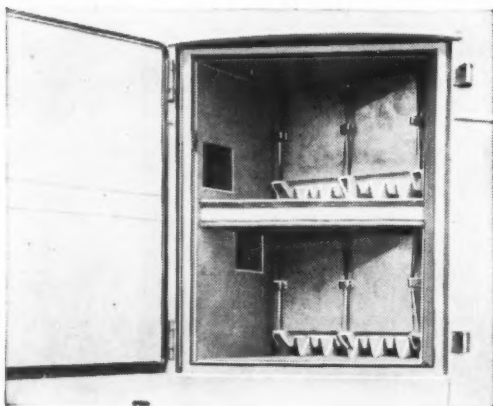
### PREVENT ITS WASTE WITH

### THE STATOTHERM



#### FEATURES OF MACK STATOTHERM CONTROL

1. Positive and exact control of temperature within 1 deg. F.
2. Uniform temperature throughout load.
3. Adjustable instantly to any required temperature.
4. Adaptable to any type of refrigerant and prevents its waste.
5. Simple and reliable — low operating cost.
6. Independent operation — standing or running — truck or trailer.
7. Control of dehydration.



*Where solid CO<sub>2</sub> is the refrigerant, sealed ice bunkers prevent gas reaching load.*

**H**IGHWAY transportation of perishable foods enters profitable new fields thanks to temperature-controlled refrigeration recently perfected by Mack engineers. The exclusive Mack device which makes this possible is the Statotherm. It protects the most delicate foodstuffs from the slightest trace of spoilage, by keeping the refrigerator at a fixed and uniform temperature indefinitely. This close control avoids any unnecessary over-cooling. Thus, costly waste of refrigerant is prevented, and dehydration checked.

**STATOTHERM**

is already making money for progressive operators, who are able for the first time to transport perishable foods to distant markets. The whole load stays fresh, and can be marketed at top prices. Then, the Statotherm can instantly be adjusted to another temperature to preserve a profitable return load.

Mack has developed special types of refrigerator bodies expressly adapted to Statotherm control. Statotherm units also may be installed in existing truck equipment at a reasonable cost. Write for illustrated booklet.

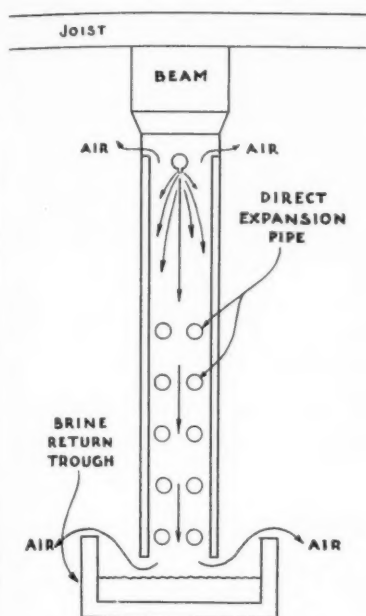
**MACK TRUCKS, INC.**  
25 BROADWAY, NEW YORK CITY

as are needed to meet the different conditions.

### Side Brine Sprays

Side brine sprays continue popular in the hog chill room. Usually these are operated from a central brine cooling tank, the chilled brine being pumped through the sprays and draining again to the cooling tank.

A small packer recently decided to install these side sprays in his hog chill room. Lacking brine cooling capacity sufficient to handle this type of installation, he hit on the happy idea of installing direct expansion pipes in the spray duct in such a manner that the brine sprayed in at the top of the duct



### HOW ONE PROBLEM WAS SOLVED.

This sketch shows how one small packer, desiring side sprays in his hog chill room, but lacking facilities for chilling brine, solved his problem. Instead of chilling the brine at a central point and pumping it to the chill room, he installed direct expansion coils in the ducts and chills the brine at the point of use. Chilling results satisfactory in every respect are reported.

would be cooled in its passage to the bottom of the duct. Otherwise the installation of the system was similar to other installations of side sprays that have been made in many packinghouses.

The system is reported to have lived up to expectations, chilling hog carcasses rapidly, maintaining a high humidity in the room, and reducing shrink.

### REFRIGERATION NOTES

A cold storage plant to cost about \$30,000 is being planned by the Ideal Investing, Inc., 644 Greenwich st., New York, N. Y.

The Lakeview Meat Co., Lakeview,

Ore., has installed a new pickling and freezing room at a cost of about \$5,000.

A cold storage plant is being built in Corpus Christi, Tex., for Morris Stern of San Antonio, at a cost of about \$70,000.

Cooler improvements and others expected to cost several thousand dollars, are under way at the Cuero packing plant, Cuero, Texas.

The United States Cold Storage Co. has a plant under construction at Dallas, Tex., to cost about \$35,000.

The city of Port Lavaca, Tex., F. M. Dudgeon, mayor, plans a power house to include cold storage and refrigeration.

A new cold storage room is being built by the Texas Power and Light Co. at San Marcos, Tex.

Stockholders of the Entiat Cold Storage Co., Entiat, Wash., have approved plans for construction of an addition 44x110 ft.

### KEEP OIL OUT OF COILS

Regular draining of oil trap between compressor and condenser is important, particularly in new or recently-repaired installations. Oil in condenser and room coils seriously affects heat transfer between ammonia and water in condenser, as well as between ammonia and air in rooms, or brine in evaporator or ice tank. Scale trap on suction side of compressor should be attended to at regular intervals.

### PACKER AND FOOD STOCKS

Price ranges of listed stocks, Apr. 17, 1935, or nearest previous date, with number of shares dealt in during week and closing prices, April 10, 1935:

	Sales.	High.	Low.	—Close—
	Week ended	Apr. 17.	Apr. 17.—	Apr. 17.
Anal. Leather...	700	2 1/2	2 1/2	2 1/2
Do. Pfd. ....	400	31	31	31
Amer. H. & L. ....	300	4 1/2	4 1/2	4 1/2
Do. Pfd. ....	500	22	21 1/2	22 1/2
Amer. Stores .....	1,500	34 1/2	34 1/2	35
Armour Ill. ....	15,800	3 1/2	3 1/2	3 1/2
Do. Pr. Pfd. ....	1,600	61	61	60
Do. Del. Pfd. ....	1,000	104	103 1/2	104
Beechnut Pack. ....	1,400	82 1/2	82	82
Bohack, H. C. ....	.....	.....	.....	8
Do. Pfd. ....	.....	.....	.....	65
Chick. Co. Oil. ....	600	26	26	26 1/2
Childs Co. ....	700	3 1/2	3 1/2	4
Cudahy Pack. ....	300	42	42	42 1/2
First Nat. Strs. ....	3,600	48	47 1/2	48
Gen. Foods ....	10,300	35 1/2	34 1/2	34 1/2
Gobel Co. ....	2,700	3	2 1/2	3
Gr.A.&P.1stPfd. ....	130	125 1/2	125 1/2	126
Do. New ....	90	122	122	124 1/2
Hormel, G. A. ....	100	18	18	18 1/2
Hygrade Food. ....	300	1 1/2	1 1/2	2 1/2
Kroger G. & B. ....	4,300	25 1/2	24 1/2	24 1/2
Libby McNeill. ....	47,500	7 1/2	7 1/2	7 1/2
Mickelberry Co. ....	50	.....	.....	7 1/2
M. & H. Pfd. ....	.....	.....	.....	3
Morrell & Co. ....	400	59	59	57
Nat. Leather ....	600	1 1/2	1 1/2	1 1/2
Nat. Ten ....	600	9	9	9
Proc. & Gaub. ....	8,100	48 1/2	48 1/2	47 1/2
Do. Pr. Pfd. ....	230	110	110	117
Rath Pack. ....	.....	.....	.....	28 1/2
Safeway Strs. ....	4,000	41	39 1/2	40 1/2
Do. 6% Pfd. ....	330	109	108	108 1/2
Do. 7% Pfd. ....	250	112 1/2	112 1/2	111 1/2
Stahl Meyer ....	.....	.....	.....	3 1/2
Swift & Co. ....	9,750	16	15 1/2	16
Do. Pr. Pfd. ....	3,950	35 1/2	34 1/2	34 1/2
Tranz Pork ....	.....	.....	.....	8 1/2
U. S. Leather ....	500	5 1/2	5 1/2	5 1/2
Do. A. ....	4,400	11 1/2	10 1/2	10 1/2
Do. Pr. Pfd. ....	200	60 1/2	60	60 1/2
Wesson Oil ....	2,800	33 1/2	33 1/2	32 1/2
Do. Pfd. ....	1,400	76 1/2	76 1/2	76 1/2
Wilson & Co. ....	10,600	4 1/2	4 1/2	4 1/2
Do. 6% Pfd. ....	1,100	63	62	64

### BURNS & CO. REPORT

Net income of Burns & Co., Ltd., Canadian meat packers, was \$561,669 for the year ended December 31, 1934, against \$474,035 in 1933, according to financial report recently made public. Surplus for the year was \$139,433, against \$160,809 in 1933, but depreciation and tax allowances were increased. Under the reorganization effected in 1934 bond interest amounted to \$67,579 and mortgage and bank interest charges were cut to \$22,515 from \$31,796 in 1933. Two per cent interest was paid on half the company's funded debt in 1934, but under reorganization terms no interest was paid on other half, since current assets did not reach a designated total.

Current assets, including prepaid items, were \$3,821,121, against current liabilities of \$1,381,789, which represents an improvement in the working capital in the year of \$294,830.

Inventories were \$2,453,883 on December 31, compared with \$2,008,108 a year ago. John Burns, president, explained it was the policy of the company to keep products moving freely and that this had the effect of reducing carrying charges. Domestic and export sales were higher in both tonnage and value in the year. Export results were said to be profitable, though not as satisfactory as was anticipated. Retail operations improved, and results for the first quarter of 1935 indicate a similar improvement.

Annual stockholders meeting will be held at the headquarters of the Company, Calgary, Alta, on April 24. The company has plants at Calgary, Alta; Regina, Sask.; Prince Albert, Sask.; Winnipeg, Man.; Vancouver, B. C.; Montreal, Que. and Edmonton, Alta.

### FINANCIAL NOTES

Annual meeting of stockholders of Adolf Gobel, Inc., has been postponed until April 25. Stockholders were informed company is making progress to meet obligations due on a \$2,250,000 bond issue on May 1, and that operations are on a profitable basis.

Regular quarterly dividend of \$1.50 a share has been declared on class A preferred stock of George A. Hormel & Co., Austin, Minn., and a dividend of 25 cents a share on common stock, both payable May 15, to stockholders of record April 27.

First quarter earnings of General Foods Corp. are likely to run below the like 1934 period, President C. M. Chester told stockholders at the annual meeting on April 11.

### HOG COOLER REFRIGERATION

What is the best arrangement of sprays and coils in your hog coolers? Read chapter 4 of "PORK PACKING," The National Provisioner's latest book.



# Don't use vegetable parchment to wrap a monkey wrench



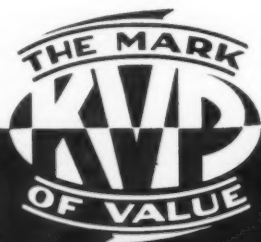
It would be foolish and extravagant. Other papers will do the job better and cost less.

## but

Don't use monkey wrench papers to wrap dairy products . . meats . . fish . . poultry . . or any other food product that is moist or greasy.

Genuine Vegetable Parchment is the only paper that will do the job right.

There is no substitute.



KALAMAZOO VEGETABLE PARCHMENT COMPANY

Parchment

(Kalamazoo County)

Michigan

## NEW TYPE SAFETY SWITCHES.

A new line of weatherproof, dust-tight, Type A safety switches in standard sizes from 30 amperes to 600 amperes capacity is being supplied by The Electric Controller & Mfg. Co., Cleveland, O. These switches use the same switch mechanism furnished with the standard EC&M safety switch.

The switches are equipped with full interlocked door, making it impossible



**CAN'T BE OPERATED WITH DOOR OPEN.**

to operate the switch with the door open or to close the door with the switch closed. They are inclosed in a 10-gauge, rust-proofed steel cabinet. A heavy sponge rubber gasket makes a tight seal between the door and the cabinet.

Features of these switches are compactness, light weight, semi-floating, double-break V blades and V stationary contacts backed up with steel springs to assure full contact under heavy pressure.

## SERVICING THE INDUSTRY

Wilson & Bennett Mfg. Co. have recently opened a new factory in Jersey City, where they are making a full line of steel containers for shipment throughout the East. This company manufactures steel pails, drums, and barrels of one-half to 65-gallon sizes.

To simplify direction of its increasing activities in the construction equipment fields, and accomplish greater coordination of several interlocking branches of its sales and service, the Worthington Pump and Machinery Corporation has consolidated several of its contributing sales divisions into one mining and construction department, under the management of W. A. Neill, with headquarters at its general offices, Harrison, N. J. Mr. Neill is widely known in these fields. He has under his

direction a competent staff of Worthington sales engineers to support the corporation's field organization by furnishing expert recommendations for application of Worthington equipment.

The Robert Gair Company, Inc., New York, has added to its Canadian interests the Corrugated & Container Company, Ltd., Hamilton, and Concord Shipping Containers, Ltd., Toronto. Both companies have been active in the shipping container field in Canada and have a combined capacity of about 7,500 tons a year. The business of both will be carried on with no change in management or representation.

The low temperature insulation department of Armstrong Cork Co., handling sale of corkboard and cork covering, is now in charge of T. R. Nunan. This is one of six departments which have recently been grouped in a building materials division. J. L. Allison is head of the high temperature insulation department, which sells materials for use in industrial furnaces.

District sales office of Republic Steel Corp. at Seattle, Wash., has been moved to the White-Henry-Stuart bldg. C. D. Winter continues in charge of the office. Archie Rider, from the Youngstown offices, has been added to the Seattle staff.

## PREHEATING CANNED MEATS

Corned beef hash, mince meat and dog food are products which meat packers must pre-heat before canning. A continuous feed and discharge pre-heater, totally enclosed, has been developed for this purpose by Patterson Foundry & Machine Co., East Liverpool, O. Material to be treated is driven through a horizontal cylinder by screw effect of agitating arms. Walls of cylinder are heated by steam fed into an outside shell. Manual charging and stirring is eliminated by this machine. Cylinder and outside jacket are of welded construction and jacket is provided with baffles for even distribution of heat. Removal of head and internal mechanism is effected by loosening several wing nuts.

## TIERCE STACKING HOIST

Lifting tierces to storage racks is purpose of an elevator stacking hoist announced by the Globe Co., Chicago. Tierces are rolled on platform of hoist, then elevated to desired height by raising platform along two vertical rails. Tierces may then be rolled quickly and easily off the platform onto storage racks.



**CONTAINERS FOR SAUSAGE SEASONING.**

This illustration shows the container recently adopted as standard in the spice mixing room of a Chicago meat plant, and method of using such containers.

These containers are made of aluminum, and are so constructed that the bottom of one rests in the top of another, permitting stacking with little or no danger of the pile toppling over, and providing a tight closure of every container in the pile except the top one. Over this is usually placed a cloth to keep out dust, dirt, etc.

In use, each container holds the spice mix for one batch of sausage—frankfurts, pork sausage, liver sausage, etc.—all mixing being done in the spice room under rigid control. This arrangement not only assures uniform seasoning for each batch of a particular sausage, but prevents waste and loss and conserves processing and manufacturing time.

These containers are used in various sizes, depending on volume of production of the various sausages—4, 12 and 24-quart capacities having been found the most convenient. (Photo Aluminum Cooking Utensil Co.)

# Hog Cut-Out Losses Decrease With Lower Hog Costs

HOG cut-out losses were reduced 7c to 23c per hundredweight during the first four days of the current week, compared with a similar period a week earlier. Improvement was made in two directions—higher product values and lower hog costs. Value of product from the two lighter averages of hogs was from 2c to 11c per hundredweight higher, but 4c lower on the heaviest averages. Hog costs per hundredweight were from 10c to 12c less.

Tradition has it that the hog market

usually is under pressure during the week before Easter, and such was the case this week. Receipts were smaller than last week. Quality showed little change. Medium weights were in greatest demand. Packing sows were scarce. Prices on Thursday were from 15 to 25c lower than on the previous Friday.

Demand for product was somewhat better than during the first four days of the previous week, and prices improved accordingly. Hams for the Easter trade moved in better volume

Thursday, lighter averages being in greatest demand. Fresh pork cuts have been slow.

The following test is worked out on the basis of live hogs and green product prices at Chicago during the first four days of the current week, average costs and credits being used. Packers who desire to determine how their hogs are cutting out should make their own tests daily, substituting cost and credit values as determined in their plants for those shown here.

## HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	180-220 lbs.			220-250 lbs.			250-300 lbs.		
	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
Regular hams.....	13.90	17%	\$ 2.38	13.70	17%	\$ 2.35	13.30	17%	\$ 2.28
Picnics.....	5.50	13½	.74	5.30	13½	.70	5.00	13½	.66
Boston butts.....	4.00	20¼	.81	4.00	20¼	.81	4.00	20¼	.81
Loins (blade in).....	9.70	20%	2.02	9.30	19%	1.83	8.80	18	1.58
Bellies, S. P.....	11.00	19%	2.19	8.70	18%	1.64	3.50	18%	.66
Bellies, D. S.....				3.00	15%	.47	9.00	15%	1.41
Fat backs.....	1.00	10½	.11	3.00	11	.33	5.00	13½	.66
Plates and jowls.....	2.50	11%	.29	2.50	11%	.29	3.30	11%	.38
Raw leaf.....	2.00	12.48	.25	2.10	12.48	.26	2.20	12.48	.27
P. S. lard, rend, wt.....	12.90	12.77	1.65	12.60	12.77	1.61	11.20	12.77	1.43
Spareribs.....	1.50	11%	.17	1.50	11%	.17	1.50	11%	.17
Trimmings.....	3.00	12¼	.37	2.80	12¼	.34	2.70	12¼	.33
Feet, tails, neckbones.....	2.00		.09	2.00		.09	2.00		.09
Offal and misc.....			.37			.37			.37
<b>TOTAL YIELD AND VALUE.....</b>	<b>69.00</b>		<b>\$11.44</b>	<b>70.50</b>		<b>\$11.26</b>	<b>71.50</b>		<b>\$11.10</b>
Cost of hogs per cwt.....			\$ 9.08			\$ 9.06			\$ 8.93
Condemnation loss.....			.05			.05			.04
Handling and overhead.....			.71			.63			.60
Processing tax.....			2.25			2.25			2.25
<b>TOTAL COST PER CWT.....</b>			<b>\$12.09</b>			<b>\$11.99</b>			<b>\$11.82</b>
<b>TOTAL VALUE.....</b>			<b>11.44</b>			<b>11.26</b>			<b>11.10</b>
Loss per cwt.....			.65			.73			.72
Loss per hog.....			\$ 1.30			1.71			\$ 1.98

## CURED MEAT PRICES

Cured pork prices at Chicago for March, 1935:

	CURED PORK AND PORK PRODUCTS.		
	Mar., 1935.	Feb., 1935.	Mar., 1934.
Hams, smoked, reg. No. 1—			
8-10 lbs. avg.....	\$21.10	\$19.50	\$15.62
10-12 lbs. avg.....	20.62	19.44	15.00
12-14 lbs. avg.....	20.66	19.81	14.62
14-16 lbs. avg.....	21.16	20.18	14.69
Hams, smoked, reg. No. 2—			
8-10 lbs. avg.....	19.53	18.44	14.25
10-12 lbs. avg.....	19.44	18.25	14.38
12-14 lbs. avg.....	19.40	18.31	14.12
14-16 lbs. avg.....			14.06
Hams, smoked, skinned, No. 1—			
16-18 lbs. avg.....	22.26	21.63	15.63
18-20 lbs. avg.....	22.00	21.56	15.44
Hams, smoked, skinned, No. 2—			
16-18 lbs. avg.....	18.60	18.50	14.06
18-20 lbs. avg.....	18.44	17.88	13.06
Bacon, smoked, No. 1 dry cure—			
6-8 lbs. avg.....	27.22	26.22	18.12
8-10 lbs. avg.....	27.44	26.28	17.88
Bacon, smoked, No. 1 S. P. cure—			
8-10 lbs. avg.....	25.31	24.19	16.06
10-12 lbs. avg.....			15.46

Picnics, smoked, 4-8 lbs. avg.....	16.56	14.88	11.75
Backs, dry salt, 12-14 lbs. avg.....	13.88	14.12	6.75
Lard—			
Refined, H. W. tubs.....	14.66	14.44	7.88
Substitutes.....	13.50	13.50	7.38
Refined, 1 lb. cartons.....	15.31	14.94	8.44

## U. S. INSPECTED HOG KILL

Inspected hog kill at 8 points during week ended Friday, April 12, 1935:

	Week ended April 12, 1935.	Prev. week, 1934.	Cor.
Chicago.....	68,336	70,432	109,374
Kansas City, Kans.....	28,836	29,954	52,219
Omaha.....	13,374	20,109	33,644
St. Louis & East St. Louis.....	37,842	38,522	68,536
St. Joseph.....	9,056	10,512	28,028
St. Paul.....	10,951	13,750	20,186
St. Paul.....	16,955	19,622	31,985
N. Y., Newark and J. C.....	35,754	33,921	43,001
<b>Total.....</b>	<b>217,104</b>	<b>236,822</b>	<b>386,973</b>

## HOG WEIGHTS AND COSTS

Average weight and cost of hogs at 10 principal public markets, March 1935:

	Mar., 1935.				Feb., 1935.				Mar., 1934.			
	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.
Chicago.....	238	\$9.09	227	\$8.35	235	\$8.75	235	\$8.75	235	\$8.75	235	\$8.75
Denver.....	219	8.95	214	8.07	228	8.07	228	8.07	228	8.07	228	8.07
East St. Louis.....	206	8.95	211	8.26	207	8.26	207	8.26	207	8.26	207	8.26
Fort Worth.....	197	8.32	208	7.58	210	7.58	210	7.58	210	7.58	210	7.58
Kansas City.....	227	8.89	221	8.12	230	8.12	230	8.12	230	8.12	230	8.12
Omaha.....	225	8.83	215	7.87	251	7.87	251	7.87	251	7.87	251	7.87
St. Louis.....	228	8.83	217	7.88	242	7.88	242	7.88	242	7.88	242	7.88
So. St. Joseph.....	223	8.96	218	8.10	240	8.10	240	8.10	240	8.10	240	8.10
So. St. Paul.....	213	9.00	200	7.91	214	7.91	214	7.91	214	7.91	214	7.91
Wichita.....	233	8.82	230	7.97	225	7.97	225	7.97	225	7.97	225	7.97

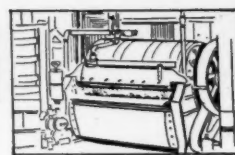
When in need of expert packinghouse workers, watch the classified pages of THE NATIONAL PROVISIONER.



LARD	235.00
BELLIES	235.00
HAMS	235.00
LOINS	235.00
BUTTS	235.00

# Provisions and Lard

## Weekly Market Review



**Trade Fairly Active—Market Steady**  
**—Cash Trade Fairly Good—Hog**  
**Run Light—Hogs Firm—Grain**  
**Strength Factor at Times—Lard**  
**Stocks Decreased Moderately.**

Market for hog products experienced a fairly active but mixed trade the past week. Commission houses and packing house interests were on both sides, and prices fluctuated over modest ranges from day to day, holding steady compared with the previous week.

Packinghouse interests were sellers of futures on swells but there was evidence of buying from those quarters on breaks. At the same time, packing interests were taking nearby deliveries and selling futures, apparently transferring hedges. The speculative element were liquidating the nearbys but replacing to some extent with the later months.

Cash trade appeared to be on a fair scale, but somewhat restricted by Lenten holidays. Stocks of both meats and lard are around the five-year April 1 average. Lard stocks at Chicago continued to decrease.

### Lard Stocks Decreasing

Storage stocks on April 1 showed 104,861,000 lbs. of lard, against 110,197,000 lbs. the previous month, 173,775,000 lbs. a year ago, and a five-year average April 1 of 104,880,000 lbs.

Average price of hogs at Chicago at the outset of week was 8.90c, against 9.10c the previous week, 3.90c a year ago, 3.75c two years ago and 3.85c three years ago. Top price of hogs at Chicago held around 9.25c.

Average weight of hogs received at Chicago last week was 243 lbs., against

239 lbs. the previous week, 236 lbs. a year ago and 251 lbs. two years ago.

Receipts of hogs at western packing points last week totaled 235,600 head against 263,600 head the previous week, and 399,500 head the same week last year.

While price of hogs has held rather well, the country has shown no particular disposition to increase marketings over the levels that have prevailed of late. While corn-hog spread was less favorable than it has been recently, it continued in favor of feeding operations.

**PORK**—Market at New York was steady, with demand fair. Mess was quoted at \$28.75 per barrel; family, \$26.50 per barrel, fat backs, \$24.50@30.75 per barrel.

**LARD**—Demand was fair at New York, and market rather steady. Prime western was quoted at 11.30@11.40c; middle western, 11.30@11.40c; city tierces, 10 3/4 @10 1/2 c; tubs, 13 1/2 @13 1/4 c; refined Continent, 11 3/4 c; South America, 11 1/2 c; Brazil kegs, 11 1/2 c; compound, car lots domestic, 12 1/2 c; smaller lots, 12c.

At Chicago, regular lard in round lots was quoted at 2 1/2 c over May; loose lard, 10c over May; leaf lard, 15c over May.

(See page 37 for later markets.)

**BEEF**—Market was firm and demand fair at New York. Mess was nominal; packer, nominal; family, \$20.00@21.00 per barrel; extra India mess, nominal.

Have you read "Pork Packing," THE NATIONAL PROVISIONER's latest book?

### Pork and Lard Stocks

These charts in THE NATIONAL PROVISIONER DAILY MARKET SERVICE series show the trend of storage stock accumulations during the first three months of 1935, compared with those of similar periods one and two years ago.

The consumer—as always—continues to be the dominant factor in the meat situation. This is re-emphasized in the government's report of stocks of all meats on hand on April 1, 1935. While accumulations declined during March, as was expected, reductions were much smaller than might have been expected in view of the limited hog runs and the lighter average weight of hogs marketed.

In general, conditions have not changed materially from those which prevailed a month earlier. Stocks of frozen pork are in excess of those of one and two years ago and the five-year average on April 1. Pickled meat stocks are about on a par with stocks on April 1, 1934, and 1933, but are considerably under the five-year average. D. S. meats are in smaller supply than one and two years ago. Supply of lard on hand exceeds that of two years ago, but is under that of a year ago and the five-year average.

It seems useless to reiterate, but the fact remains that the amount of meat that will move out of packing plants is determined solely by consumer willingness and ability to purchase. The fact that prices may be below cost of production does not materially affect the situation.

**Frozen Pork**—Trend of frozen pork accumulation has been downward since first of year. During January and February this was counter to trend of one and two years ago. Stocks on hand on April 1 totaled about 15 million pounds less than a month earlier. Trade

### COSTS

of hogs at  
 ets, March.

35, Mar., 1935.

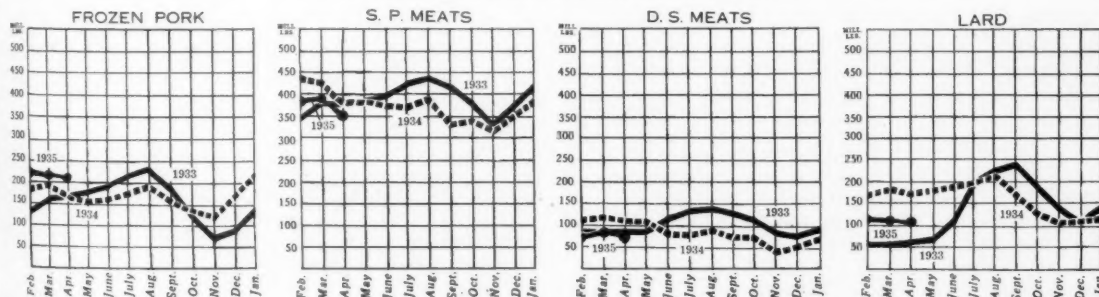
Per Cwt.	Wt. Lbs.	Cost
1.35	235	\$4.15
1.07	228	4.28
1.26	207	4.38
1.58	210	4.66
1.12	220	3.85
1.87	251	3.75
1.88	242	3.75
1.10	240	3.85
1.91	214	3.85
1.97	225	3.85

packinghouse  
 ed pages of  
 R.

Provisioner

## STORAGE STOCKS OF PORK AND LARD

IN THE UNITED STATES—U. S. GOVERNMENT REPORT



THE NATIONAL PROVISIONER CHART SERVICE—COPYRIGHT 1935 BY THE NATIONAL PROVISIONER, INC.

Week ending April 20, 1935



Note the trim, pleasing appearance of this new valve. The hex nut below the convenient conduit outlet provides 75-per-cent regulation—an important factor in adjusting the flow of water in air-conditioning devices

# NEW

## Electrically Operated Valve

### Small ... Compact ... Inexpensive

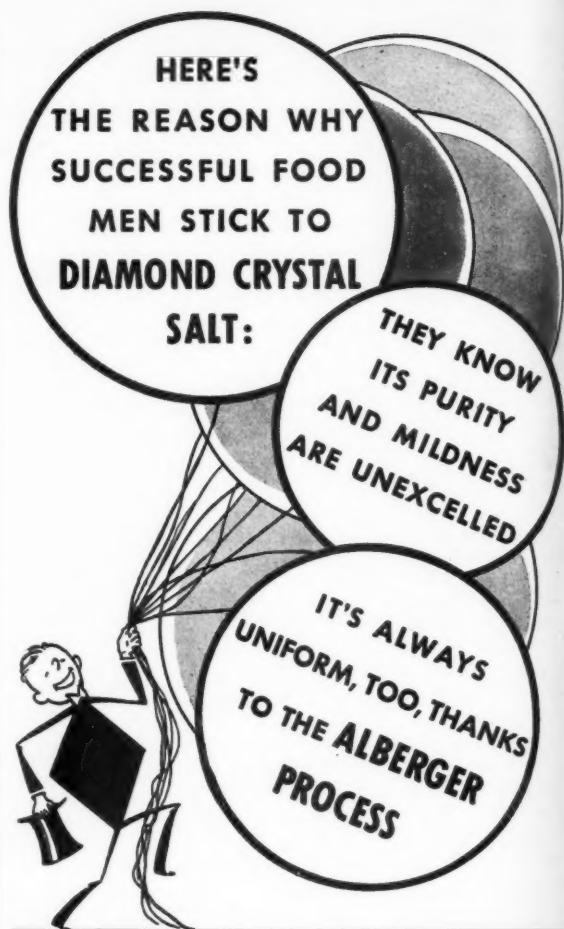
**WHEREVER** you need a small valve to handle fluids quickly, easily, and economically by remote control, use this new G-E solenoid valve. It has these advantages:

1. Only  $4\frac{1}{4}$  inches high,  $2\frac{1}{4}$  inches in diameter—weighs less than two pounds
2. Valve parts "sealed in steel"
3. Low maintenance—no stuffing box
4. Economical—uses only  $7\frac{1}{2}$  watts at 110 volts, 60 cycles
5. Built-in terminal box simplifies installation
6. Positive action—accelerated core assures quick, positive opening and closing
7. 75-per-cent regulation, with convenient metering pin
8. Pleasing appearance—valve is housed in lustrous nickel-plated case

In addition to this new midget valve, General Electric has a complete line of solenoid and Thrustor valves. They are available for a wide range of temperatures, pressures, pipe sizes, and fluids. For complete information, write to the nearest G-E office, or to General Electric, Dept. 6B-201, Schenectady, N. Y.

080-37

**GENERAL ELECTRIC**



HERE'S  
THE REASON WHY  
SUCCESSFUL FOOD  
MEN STICK TO  
DIAMOND CRYSTAL  
SALT:

THEY KNOW  
ITS PURITY  
AND MILDNESS  
ARE UNEXCELLED

IT'S ALWAYS  
UNIFORM, TOO, THANKS  
TO THE ALBERGER  
PROCESS

**P**URITY and mildness in salt, successful food men agree, are of the utmost importance in bringing out all the true flavor of their finished product and in maintaining high standards of quality.

That's why so many standardize on Diamond Crystal. Because years of experience have taught them that Diamond Crystal is unexcelled in mildness and purity. That's due, they know, to the exclusive Alberger Process of making Diamond Crystal. The same process that is also responsible for Diamond Crystal's consistent year in and year out uniformity.

If you're not using Diamond Crystal Salt—why not give it a trial run now? Diamond Crystal Salt Co., (Inc.), 250 Park Avenue, New York, N. Y.



# Diamond Crystal Salt

UNIFORM IN COLOR ... PURITY ... DRYNESS ... SOLUBILITY  
SCREEN ANALYSIS ... CHEMICAL ANALYSIS ... CHARACTER OF FLAKE

in green meats was extremely quiet during the month, except for the cheaper cuts, and demand for these was not particularly active. The fact that hog marketings were light accounted for such reduction as occurred in frozen pork stocks.

**S. P. Meats.**—Movement of S. P. meats in carlots during March was relatively small, scarcely enough business being done to establish quotations. Picnics were the most active, and made good gains during month until the price approached that of hams, when trading slowed up. Stocks of S. P. meats were reduced approximately 24 million pounds during March, and on April 1 were about 126 million pounds under the five-year average for that date.

**D. S. Meats.**—Stocks about held their own during March. On April 1, however, they were about 41 million pounds under the five-year average. Trading was very quiet during the month. A feature of the market was a fair demand for the cheaper cuts, including jowls, plates, etc.

**Lard.**—Lard continues in a strong technical position, the curve of stocks continuing downward to slightly above the 104 million pound point. Decline during the month was about 15 million lbs. Stocks on hand, however, are about 6 million lbs. under the five-year average. Trade in lard was only fair during March, there being much forcing of product into consumption. Another factor credited with helping lard sales is that bacon consumption has been considerably below normal, resulting in small household accumulations of cooking fat.

## MEAT AND LARD EXPORTS

Exports of lard, hams and bacon through port of New York during first three days of current week totaled 238,125 lbs. of lard and 203,000 lbs. of meat.

Lard exports from the United States for the full week ended April 13, 1935, totaled 1,530,950 lbs. against 9,490,199 lbs. for the same week in 1934. For the packer year to date, exports of lard have totaled 69,249,054 lbs. against 187,916,008 lbs. for the 1933-34 period.

Bacon and ham exports for the week ended April 13, 1935, totaled 3,125,800 lbs. against 3,557,500 lbs. for the corresponding week in 1934. For the packer year to date, exports of these products totaled 70,811,200 lbs. against 71,118,350 lbs. for the 1933-34 period.

## CANADIAN STORAGE STOCKS

Cold storage stocks of meats in Canada on March 1, 1935, with comparisons, are reported as follows:

	Mar. 1, 1935.	Feb. 1, 1935.	Mar. 1, 1934.
Beef, lbs.	16,908,660	21,344,471	11,653,286
Veal, lbs.	1,282,106	1,849,549	750,559
Pork, lbs.	33,180,759	29,071,298	29,765,535
Mutton and lambs, lbs.	5,455,708	6,089,820	4,100,876

## WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on April 18, 1935:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
<b>STEER:</b>				
(1) (300-500 lbs.) choice	\$18.00@19.00		\$18.00@19.50	
Good	16.50@18.00		17.00@18.00	
Medium	14.50@16.50		15.00@17.00	
Common	12.50@14.50		13.50@15.00	
<b>STEER:</b>				
(500-600 lbs.) choice	18.00@19.00		18.00@19.50	19.50@20.50
Good	16.50@18.00		17.00@18.50	17.50@19.00
Medium	14.50@16.50		15.00@17.00	16.00@17.00
Common	12.50@14.50		14.00@15.00	
<b>STEER:</b>				
(600-700 lbs.) choice	18.50@19.50		19.00@20.00	19.50@20.50
Good	16.50@18.50		17.00@19.00	17.50@19.00
Medium	15.00@16.50	16.00@17.50	15.50@17.00	16.00@17.00
<b>STEER:</b>				
(700 lbs. up) choice	18.50@20.00	19.50@20.50	19.50@20.50	19.50@20.50
Good	17.00@18.50	18.00@19.50	18.00@19.50	17.50@19.00
<b>COW:</b>				
Good	13.50@14.50	15.00@16.00	15.00@16.00	15.00@16.00
Medium	12.50@13.50	14.00@15.00	13.50@15.00	13.50@14.50
Common	11.50@12.50	13.00@14.00	12.50@13.50	12.00@13.00
<b>Fresh Veal:</b>				
<b>VEAL:</b>				
(2) choice	15.00@16.00	16.00@17.00	16.00@17.00	
Good	13.00@14.00	14.00@15.00	15.00@16.00	15.00@16.00
Medium	11.00@13.00	12.00@14.00	13.00@15.00	13.00@14.50
Common	10.00@11.00	11.00@12.00	12.00@13.00	12.00@13.00
<b>Fresh Lamb and Mutton:</b>				
<b>SPRING LAMB:</b>				
Choice			18.00@20.00	
Good			17.00@19.00	
Medium			16.00@18.00	
<b>LAMB:</b>				
(38 lbs. down) choice	15.50@16.50	15.50@16.50	16.00@16.50	16.50@17.00
Good	14.50@15.50	15.00@15.50	15.00@16.00	16.00@16.50
Medium	13.50@14.50	14.00@15.00	14.50@15.00	15.00@16.00
Common	13.00@13.50	13.50@14.00	14.00@14.50	15.00@16.00
<b>LAMB:</b>				
(39-45 lbs.) choice	15.00@16.00	15.50@16.00	15.50@16.00	16.00@17.00
Good	14.00@15.00	14.50@15.50	14.50@15.50	15.00@16.00
Medium	13.50@14.00	14.00@14.50	14.00@14.50	14.00@15.00
Common	13.00@13.50	13.50@14.00	13.50@14.00	13.00@14.00
<b>LAMB:</b>				
(46-55 lbs.) choice	14.50@15.50	15.00@15.50	14.50@15.50	15.00@16.00
Good	13.50@14.50	14.50@15.00	14.00@14.50	14.00@15.00
<b>MUTTON:</b>				
(Ewe) (70 lbs. down) good	10.00@11.00	11.00@12.00	11.00@12.00	11.00@12.00
Medium	9.00@10.00	10.00@11.00	10.00@11.00	10.00@11.00
Common	8.00@9.00	9.00@10.00	9.00@10.00	9.00@10.00
<b>Fresh Pork Cuts:</b>				
<b>LOINS:</b>				
8-10 lbs. avg.	21.00@22.00	21.50@22.50	21.00@22.00	21.00@22.00
10-12 lbs. avg.	20.50@21.50	21.50@22.50	20.00@21.00	21.00@22.00
12-15 lbs. avg.	19.00@20.00	20.00@21.00	19.00@20.00	20.00@21.00
16-22 lbs. avg.	17.50@18.50	19.00@20.00	17.00@18.00	18.00@19.00
<b>SHOULDERS: N. Y. Style: Skinned:</b>				
8-12 lbs. avg.	16.50@17.50		17.00@18.00	18.00@19.00
<b>PICNICS:</b>				
6-8 lbs. avg.		16.00@17.00		
<b>BUTTS: Boston Style:</b>				
4-8 lbs. avg.	20.00@21.00		20.00@23.00	21.00@22.00
<b>SPARE RIBS:</b>				
Half sheets	12.00@13.00			
<b>TRIMMINGS:</b>				
Regular	13.00@14.00			
Lean	18.50@20.00			

(1) Includes heifer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago.

## CANADIAN EXPORTS TO U. S.

Exports of livestock and meats from Canada to the United States during February, 1935, were as follows:

	Feb., 1935.	Feb., 1934.
Cattle, No.	7,024	179
Calves, No.	105	
Hogs, No.	6	
Sheep, No.	9	102
Beef, lbs.	1,018,800	14,900
Bacon, lbs.	16,100	36,800
Pork, lbs.	180,300	5,100
Mutton and lamb	2,900	
Lard compounds, lbs.	400	400

## CANADIAN MEAT EXPORTS

Exports from Canada for February, with comparisons:

	Feb., 1935.	Feb., 1934.
Beef, lbs.	2,231,400	962,000
Bacon, lbs.	14,793,300	7,485,800
Pork, lbs.	460,500	289,000
Mutton and lamb, lbs.	31,500	34,300
Canned meats	76,840	79,175
Lard, lbs.	678,400	6,700
Lard compounds, lbs.	8,200	3,900

## CANADIAN MEAT IMPORTS

Meat imports into Canada from the United States for February, 1935:

	Feb., 1935. lbs.	Feb., 1934. lbs.
Beef	1,893	2,004
Bacon and hams	932	1,100
Pork	96,291	197,041
Mutton and lambs	1,556	661
Canned meats	1,331	1,910
Lard	280	777,085
Lard compounds	40,379	40,307



## Mr. Packer: DO YOUR CEILINGS DRIP?



### GRIFFITH'S SPRAY GUN

Solid copper tanks which resist corrosion.

Furnished in 2½ and 4 gallon capacity.

Fill the Pump and carry it around on your back. Kill as you go.

## *Erado*

IS THE SAFE EFFICIENT  
GERMICIDE FOR FOOD  
FACTORIES

Improve your product and profits by reducing off-flavors and spoilage.

Packed: Drums — 50  
lbs., 100 lbs. Bbls.  
280 lbs.

PLAY SAFE

Write for free  
sample

Each falling drop contains souring bacteria and mold spores that may cause you serious loss. "An ounce of prevention is worth a pound of cure." You can destroy molds, yeasts, and souring bacteria.

### USE ERADO—A DRY POWDER

Deodorizes, disinfects and cleans while killing molds and bacteria.

*Erado* makes easy the job of keeping your equipment, coolers and curing cellars free from mold and bacterial contamination.

*Erado* is non-poisonous—non-corrosive and harmless to the hands. Makes an agreeable smelling solution which may be used safely around meat products.

**DIRECTIONS:** Simply dissolve 2 ounces (4 tablespoons) of *Erado* in 5 gallons water. Makes a solution containing 500 P. P. M. available chlorine, equivalent to 0.5% Hypochlorite. Use as a rinse on vats, tierces, sausage-room equipment, etc. Spray on walls and ceilings particularly where you have condensation and dripping.

Meets B. A. I. Requirements

## THE GRIFFITH LABORATORIES

1415 West 37th Street, Chicago, Illinois

## WEST CARROLLTON

GENUINE VEGETABLE PARCHMENT

●  
THERE IS NO  
SUBSTITUTE  
FOR GENUINE  
VEGETABLE  
PARCHMENT  
●

Genuine Vegetable Parchment still remains the universally accepted meat wrapper—by user and packer alike. Whether for outside wrapper—plain or printed—or carton liners, its distinctive qualities have never been successfully imitated. Odorless, tasteless—grease, dirt and germ-proof—insoluble in water—easily unwrapped—users express their preference for the meat product thus protected.

THE WEST CARROLLTON PARCHMENT COMPANY  
WEST CARROLLTON OHIO

OUR 39th YEAR SERVING THE FOOD INDUSTRY

## PORK PRODUCTS EXPORTS

Exports of pork products from the U. S. week ended April 13, 1935:

PORK.			
	Week ended Apr. 13, 1935.	Week ended Apr. 14, 1935.	Nov. 1, 1934 to Apr. 13, 1935.
	bbls.	bbls.	bbls.
Total	100	50	1,323
United Kingdom	.....	.....	572
Continent	.....	50	491
West Indies	100	.....	260

### BACON AND HAMS.

	M lbs.	M lbs.	M lbs.
Total	3,125	3,557	70,811
United Kingdom	3,122	3,506	70,050
Continent	.....	43	542
West Indies	.....	3	32
Other countries	.....	.....	167

### LARD.

	M lbs.	M lbs.	M lbs.
Total	1,530	9,490	69,249
United Kingdom	1,419	6,520	63,260
Continent	.....	2,547	3,447
Str. and Ctl. America	.....	264	836
West Indies	111	150	1,092
B. N. A. Colonies	.....	.....	12
Other countries	.....	.....	2

### TOTAL EXPORTS BY PORTS.

From	Pork, bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
New York	.....	698	260
Boston	.....	32	.....
New Orleans	100	.....	110
St. John, N. B. West.	.....	1,734	798
Halifax	.....	961	383
Total week	100	3,125	1,530
Previous week	37	3,071	1,577
2 weeks ago	12	2,938	1,164
Cor. week 1934	50	3,557	9,490

### SUMMARY NOV. 1, 1934, to APRIL 13, 1935.

	1934 to 1935	1934 to 1935	Increase, decrease.
	1935.	1934.	
Pork, M lbs.	264	388	124
Bacon and hams, M lbs.	70,811	71,118	307
Lard, M lbs.	69,249	187,916	118,666

## MEAT IMPORTS AT NEW YORK

Principal meat imports at New York for the week ended April 13, 1935:

Point of Origin.	Commodity.	Amount.
Argentina—Canned corned beef	.....	106,560 lbs.
Australia—Edible beef tallow	.....	449,546 lbs.
Brazil—Canned corned beef	.....	110,664 lbs.
Canada—251 quarters fresh beef	.....	41,496 lbs.
Canada—1,078 pieces frozen beef	.....	69,213 lbs.
Canada—Fresh pork tenderloins	.....	1,190 lbs.
Canada—Frozen pork trimmings	.....	4,100 lbs.
Canada—Frozen pork tails	.....	2,528 lbs.
Canada—Bacon	.....	1,763 lbs.
Canada—Calf heads	.....	2,700 lbs.
Canada—Sausage	.....	795 lbs.
Denmark—Liverpaste	.....	3,878 lbs.
England—Meat paste	.....	457 lbs.
England—Bacon	.....	11,500 lbs.
England—Beef extract	.....	720 lbs.
Germany—Sausage	.....	1,537 lbs.
Germany—Smoked ham	.....	4,731 lbs.
Italy—Sausage	.....	2,733 lbs.
New Zealand—Edible mutton tallow	.....	923,331 lbs.
Poland—Cooked ham	.....	125,839 lbs.
Uruguay—Canned corned beef	.....	415,944 lbs.

## CHICAGO MID-MONTH STOCKS

Stocks of meat and lard on hand in Chicago, Apr. 14, 1935:

	Apr. 14, 1935.	Mar. 31, 1935.	Apr. 14, 1934.
P. S. lard, lbs.	46,394,253	47,340,269	107,789,249
Other kinds of lard, lbs.	8,598,468	8,927,523	9,071,322
D. S. cl. bellies, made since Oct. 1, '34, lbs.	5,561,680	5,421,080	14,508,870
D. S. cl. bellies, made previous to Oct. 1, 1934, lbs.	.....	.....	450,700
D. S. rib bellies, made since Oct. 1, '34, lbs.	852,344	858,086	1,875,538
Extra sh. cl. sides, made since Oct. 1, 1934, lbs.	9,800	4,400	2,100

# CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## FUTURE PRICES

SATURDAY, APRIL 13, 1935.

	Open.	High.	Low.	Close.
LARD—				
May	12.97½	13.02½	12.97½	12.97½
July	13.05	13.10	13.05	13.05ax
Sept.	13.05	13.10	13.02½	13.02½-05b
CLEAR BELLIES—				
May	.....	.....	.....	16.70n
July	.....	.....	.....	16.77½n
Sept.	.....	.....	.....	16.85n

MONDAY, APRIL 15, 1935.

LARD—				
May	12.90	12.92½	12.85	12.85ax
July	13.00	13.00	12.85	12.85
Sept.	13.00	13.05	12.90	12.90
CLEAR BELLIES—				
May	.....	.....	.....	16.70n
July	.....	.....	.....	16.77½n
Sept.	.....	.....	.....	16.85n

TUESDAY, APRIL 16, 1935.

LARD—				
May	12.70-72½	12.80	12.70	12.80b
July	12.82½	12.87½	12.82½	12.87½b
Sept.	12.80	12.92½	12.80	12.90ax
CLEAR BELLIES—				
May	.....	.....	.....	16.70n
July	.....	.....	.....	16.75ax
Sept.	.....	.....	.....	16.77½ax

WEDNESDAY, APRIL 17, 1935.

LARD—				
May	12.82½	12.82½	12.75	12.75ax
July	12.92½	12.92½	12.77½	12.80
Sept.	12.95	12.95	12.82½	12.82½ax
CLEAR BELLIES—				
May	.....	.....	.....	16.70n
July	.....	.....	.....	16.75ax
Sept.	.....	.....	.....	16.77½ax

THURSDAY, APRIL 18, 1935.

LARD—				
May	12.65	.....	.....	12.65ax
July	12.77½	12.77½	12.70	12.70
Sept.	12.80	12.80	12.70	12.72½
CLEAR BELLIES—				
May	16.50	.....	.....	16.50ax
July	16.57½	.....	.....	16.55ax
Sept.	.....	.....	.....	16.57½

FRIDAY, APRIL 19, 1935.

Holiday. No market.

Key: ax, asked; b, bid; n, nom.; —, split.

## BOARD OF TRADE ANNUAL

Seventy-seventh annual of the Chicago Board of Trade, containing important statistics of the provision trade in 1934, and other information of interest to the meat industry, is now being distributed.

High and low prices of live hogs and lard over a period of years; daily current prices on lard; D. S. bellies and hogs; monthly price ranges for cottonseed oil, oleo-stearine and hides; aggregate annual receipts of beef, pork, cured meats, lard, lard compounds and butter over 35 years, and government livestock statistics make up some of the convenient tables with which the book is filled.

The book is the thirty-first to be compiled by L. C. West, veteran statistician for the Board of Trade. It covers trading in grain, securities and livestock, with information on crops and prices. The 1934 rules and regulations pertaining to provision trading are included as well as a list of exchange members.

## CASH PRICES

Based on actual carlot trading Thursday, April 18, 1935.

### REGULAR HAMS.

	Green.	*S. P.
8-10	17½	16½
10-12	17½	16½
12-14	17½	16½
14-16	17½	16½
16-18 range	17½	.....

### BOILING HAMS.

	Green.	*S. P.
16-18	17½	17
18-20	17½	17
20-22	17½	17
16-22 range	17½	.....

### SKINNED HAMS.

	Green.	*S. P.
10-12	18½	17½
12-14	18½	17½
14-16	18½	17½
16-18	18½	17½
18-20	18½	17½
20-22	18½	17½
22-24	18½	17½
24-26	18½	17½
26-30	18½	17½
30-35	18½	17½

### PICNICS.

	Green.	*S. P.
4-6	14	14
6-8	13½	13½
8-10	13½	13
10-12	13½	12½
12-14	13½	12½

Short Shank ½c over.

### BELLIES.

(Square cut seedless)

(S. P. ¼c under D. C.)

	Green.	*D. C.
6-8	20½	21
8-10	20½	21
10-12	20½	21
12-14	19½	20
14-16	19½	19½
16-18	19	19½

\*Quotations represent No. 1 new cure.

### D. S. BELLIES.

	Clear.	Rib.
14-16	16½	.....
16-18	16½	.....
18-20	16½	.....
20-25	16½	16½
25-30	16½	16½
30-35	16½	16½
35-40	16½	16½
40-50	16½	16
50-60	16½	15½

### D. S. FAT BACKS.

6-8	11½	11½
8-10	11½	11½
10-12	12½	12½
12-14	13½	13½
14-16	14½	14½
16-18	15½	15½
18-20	15½	15½
20-25	16	16

### OTHER D. S. MEATS.

Extra Short Clears	35-45	16½n
Extra Short Ribs	35-45	16½n
Regular Plates	6-8	13½
Clear Plates	4-6	12
Jowl Butts	.....	12½
Green Square Jowls	.....	15
Green Rough Jowls	.....	13

### LARD.

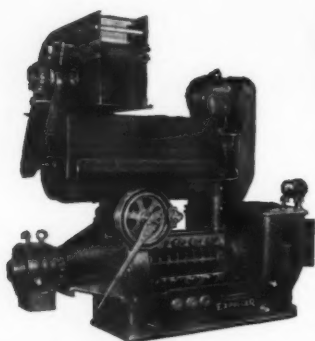
Prime Steam, cash	12.70ax
Prime Steam, loose	12.62½
Refined, boxed, N. Y.—Export	unquoted
Neutral, in Hercul	14.37½
Raw Leaf	12.62½n

## CANNED MEAT EXPORTS

Canned meat exports from the United States during February, 1935, are reported as follows:

	Total lbs.	Value.
Canned beef	247,441	\$84,574
Canned pork	628,160	216,903
Canned sausage	76,690	18,737
Other canned meats	53,954	9,536
Total	1,006,245	\$329,750
To insular possessions	241,377	.....
Total	1,247,622	.....

# Why



## LEADING PLANTS CHOOSE ANDERSON R. B. CRACKLING EXPELLERS . . . . .

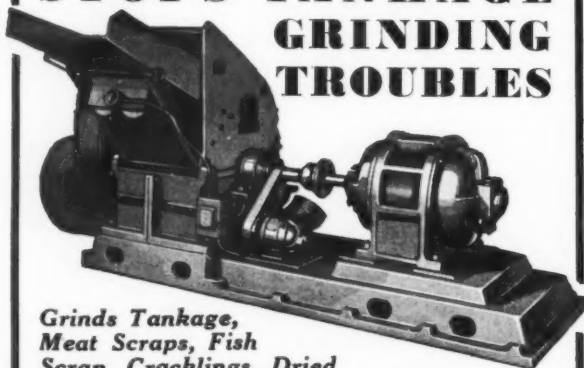
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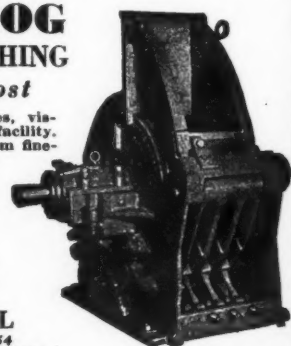
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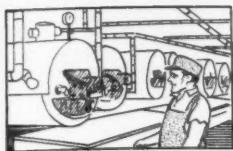
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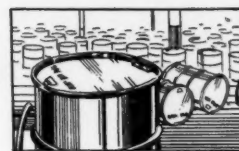
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# Tallow and Greases

## Weekly Market Review



**TALLOW**—Tallow at New York was about steady the past week. Around 500,000 lbs. changed hands. There was small business in extra early in week at 6½c f.o.b., unchanged from previous week. Reports were also current of sales of 250,000 lbs. at 6½c f.o.b., ¼c lower. However, the situation was mixed, outside points buying from New York earlier in the week, and later being credited with offering supplies in the New York market. About mid-week most packers were still asking 6½c f.o.b. for extra.

South American No. 1 was quoted in New York at 5¼@6c. Later market was steadier and called 5¼@6c c.i.f., reported due to a steadier tallow market in Europe, and European absorption of South American supplies.

At New York special was quoted at 6½c; extra, 6½c f.o.b.; edible, 9½c f.o.b.

At Chicago, the tallow market was rather inactive with trade confined mostly to outside product. Larger producers were not offering, and indications were that they were in a comfortable position. Soapers on the other hand did not appear anxious for supplies. At Chicago, edible was quoted at 7¼c; fancy, 7¼c; prime packer, 7@7¼c; special, 6½@6¾c; No. 1, 6½c.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, April-May shipment, was up 6d for week at 26s. Australian food mixed, April-May shipment, was up 3d at 27s.

**STEARINE**—Last business at New York was at 10½c plant, but market was quiet and steady during week. Oleo was quoted at 10½@10¾c. At Chicago, demand was fair, the market steady, with oleo quoted at 10½@10¾c.

**OLEO OIL**—Demand appeared routine. Market was steady and about unchanged. Extra New York was quoted 13@13½c; prime, 12½@13c; lower grades, 12½c. At Chicago, demand was fair and market steady. Extra was quoted at 13c.

(See page 37 for later markets.)

**LARD OIL**—Demand was routine at New York, but market was steady. No. 1 was quoted at 10½c; No. 2, 10¼c; extra, 11½c; No. 1, 11c; prime, 17c; winter strained, 11¼c.

**NEATFOOT OIL**—Demand was fair and market steady to firm at New York. Cold pressed was quoted at 16½c; pure, 12c; extra, 11¼c; No. 1, 11c.

**GREASES** — Market for greases at New York was moderately active and about steady the past week. Most producers' ideas were maintained at 6½c, f.o.b. A situation existed where both

producers and consumers appear to be in a satisfactory position at present and inclined to await developments in tallow and other competing quarters.

At New York, yellow and house grease were quoted 6½@6¾c; A white, 7½c; B white, 7¼c; choice white, 8½@9c nominal.

At Chicago, market for greases was inactive, with trading limited to outside products. Offerings were light and undertone firm. At Chicago, brown was quoted at 5½c; yellow, 6½@6¾c; B white, 7c; A white, 7¼c; choice white, all hog, 7½c.

### BY-PRODUCTS MARKETS

Chicago, April 18, 1935.

#### Blood.

Undried quoted nominally at \$2.75.

	Unit	Ammonia.
Ground .....	@	\$2.80
Unground .....	@	2.75

#### Digester Feed Tankage Materials

Market featureless; prices somewhat lower.

	Unit	Ammonia.
Unground, 10 to 12% ammonia .....	@	\$2.25 @ 2.50 & 10c
Unground, 8 to 10% .....	@	2.00 @ 2.25 & 10c
Liquid stick .....	@	2.50

#### Dry Rendered Tankage

Market firmer and product moving in larger volume. Offerings light.

Hard pressed and exp. unground per unit protein .....	@	.55
Soft prod. pork, ac. grease & quality, ton .....	@	50.00
Soft prod. beef, ac. grease & quality, ton .....	@	40.00

#### Packhouse Feeds.

This market steady with last week.

	Carlots.
Digester tankage meat meal 60% .....	@ 40.00
Meat and bone scraps, 50% .....	@ 40.00
Steam bone meal, 65%, special feeding, per ton .....	@ 30.00
Raw bone meal for feeding .....	@ 30.00

#### Fertilizer Materials.

Market nominal at \$2.40@2.50 & 10c.

High grd. tankage, ground, 10@12% am. ....	@	\$2.40 @ 2.50 & 10c
Bone tankage, ungrd., low gd., per ton .....	@	15.00
Hoop meal .....	@	2.50

#### Gelatine and Glue Stocks.

Prices continue largely nominal.

Calf stock .....	@	21.00
Sinews, plazies .....	@	12.00
Horn piths .....	@	16.00
Cattle jaws, skulls and knuckles .....	@	20.00
Hide trimmings (new style) .....	@	7.00
Hide trimmings (old style) .....	@	10.00
Pig skin scraps and trim, per lb. ....	5½@	5¼c

#### Animal Hair.

Market nominal.

Summer coll and field dried .....	@	1 c
Winter coll dried .....	@	2½c
Processed, black, winter, per lb. ....	@	7 c
Processed, grey, winter, per lb. ....	@	5 c
Cattle switches, each* .....	2 @	2¼c

\*According to count.

#### Horns, Bones and Hoofs.

Little change; prices largely nominal.

Horns, according to grade .....	\$50.00 @	\$80.00
Mfg. shin bones .....	\$45.00 @	\$75.00
Cattle hoofs .....	@	27.50
Junk bones .....	@	16.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

#### Bone Meals (Fertilizer Grades.)

Market somewhat stronger.

Steam, ground, 3 & 50 .....	\$18.50 @	\$19.00
Steam, unground, 3 & 50 .....	\$17.00 @	\$17.50

### FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

#### Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: April to June, 1935, inclusive .....	@	\$24.00
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York .....	nominal	@ 3.00
Blood dried, 16% per unit .....	nominal	@ 33.00
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory .....	@	23.50
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f. ....	@	24.80
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories .....	@	25.50
Soda nitrate, per net ton; bulk: April to June, 1935, inclusive .....	@	23.50
in 200-lb. bags .....	@	24.80
in 100-lb. bags .....	@	25.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk .....	@	2.60 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L., bulk .....	@	2.40 & 10c

#### Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f. ....	@	22.50
Bone meal, raw, 4½ and 50 bags, per ton, c.i.f. ....	@	25.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat .....	@	8.50

#### Potash Salts.

Manure salt, 30% bulk, per ton .....	@	12.90
Kainit, 14% bulk, per ton .....	@	8.50
Muriate in bulk, per ton, 40c unit K <sub>2</sub> O, Sulphate in bags, per ton .....	@	35.00
Shipment April, 1935 .....		

#### Dry Rendered Tankage.

50% unground .....	@	.55
60% ground .....	@	.57½

### EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, April 17, 1935.

Ground tankage last sold at \$2.60 and 10c f.o.b. New York and unground is offered at \$2.40 and 10c f.o.b. local shipping points. There is only a nominal demand for tankage, as the season is pretty well completed.

Several lots of dried blood are offered at \$3.00 per unit f.o.b. New York and other eastern shipping points for immediate delivery with no demand even at this price.

Japanese sardine meal is offered for shipment at \$33.00 per ton c.i.f. with resale lots having been sold this week at \$34.50 per ton ex-dock North Atlantic ports.

Offerings of dry rendered tankage are rather limited with sellers rather firm in their views as to price.

## MARGARINE MATERIALS USED

Oleomargarine materials used in manufacture during February, 1935, with comparisons:

Ingredients of Uncolored Margarine:	Feb. 1935, lbs.	Feb. 1934, lbs.
Butter	600	950
Cocconut oil	17,187,775	12,670,156
Corn oil	500	500
Cottonseed oil	12,121,444	1,849,016
Derivative of glycerine	165,241	54,624
Lecithin	1,308	451
Milk	9,512,070	4,971,649
Neutral lard	491,331	889,846
Oleo oil	2,512,820	1,492,919
Oleo stearine	213,727	246,015
Oleo stock	309,068	25,289
Palm oil	613,714	16,732
Peanut oil	2,448,348	192,676
Salt	20,796	1,173,343
Soda (benzoate of)	26,022	7,994
Soya bean oil	39,865	10,410
Sugar		
Vegetable oil		
Total	45,664,669	23,602,570

Ingredients of Colored Margarine:	Feb. 1935, lbs.	Feb. 1934, lbs.
Butter	44	
Cocconut oil	94,104	74,806
Color	286	177
Cottonseed oil	49,860	40,382
Derivative of glycerine	402	83
Milk	109,824	69,506
Neutral lard	13,972	21,819
Oleo oil	103,077	48,690
Oleo stearine	3,107	5,740
Oleo stock	6,260	175
Peanut oil	424	1,836
Salt	24,731	19,061
Soda (benzoate of)	21	9
Sugar		49
Sunflower oil	7,750	
Total	413,961	282,403
Total ingredients for colored and uncolored	46,078,630	23,884,973

## FEB. MARGARINE PRODUCTION

Margarine produced during February, 1935, with comparisons, is reported as follows by margarine manufacturers to the Bureau of Internal Revenue:

	Feb. 1935, lbs.	Feb. 1934, lbs.
Production of uncolored margarine	41,551,563	21,339,483
Production of colored margarine	343,027	232,739
Total production	41,894,590	21,572,222
Percent increase, 94%		
Uncolored margarine with-drawn tax paid	41,599,445	21,648,593
Colored margarine with-drawn tax paid	120,946	34,922

## COTTONSEED PRODUCTS EXPORTS AND IMPORTS

For seven months ending Feb. 28, 1935:

	1935.	1934.
Exports:		
Oil, crude, lbs.	1,167,908	17,104,006
Oil, refined, lbs.	1,626,210	4,216,006
Cake and meal, tons of 2,000 lbs.	2,122	71,896
Linters, running bales	112,088	95,596
Imports:		
Oil, lbs.	30,005,660	
Cake and meal, tons of 2,000 lbs.	35,030	782

## VEGETABLE OIL IMPORTS

Imports of vegetable oils and oil bearing materials during February, 1935:

	Quantity, lbs.	Value.
Cocconut oil from Philippines, lbs.	27,735,985	\$707,102
Cottonseed oil	13,109,983	580,363
Palm oil	4,329,736	183,887
Peanut oil	201,411	8,110
Soybean oil	20,830,274	358,110
Copra	24,762,292	550,493
Sesame seed		

## SOUTHERN MARKETS

### NEW ORLEANS

(Special Wire to The National Provisioner.)

New Orleans, La., April 18, 1935.—Cotton oil futures down about  $\frac{3}{8}$  c lb. for week and are continuing relatively weaker than spot, crude and refined. Crude steady at  $9\frac{1}{8}$  c lb. bid but mills generally are indifferent and holding for better prices. Foreign oils now offered sparingly with recent importations going into current consumption which is likely to be followed by a very good demand for cotton oil at higher prices from July through the middle of October.

### Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., Apr. 18, 1935. —Crude cottonseed oil nominal  $9\frac{1}{4}$  c lb. for Valley; forty-one per cent protein cottonseed meal, \$30.00 f.o.b. Memphis, April shipment.

### Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., Apr. 19, 1935.—Prime cottonseed oil, 9c; forty-three per cent meal, \$35.50; hulls, \$12.50.

## HULL OIL MARKETS

Hull, England, April 17, 1935. — (By Cable.)—Refined cottonseed oil, 27s; Egyptian crude cottonseed oil, 24s.

## Refining Edible Oils

Up-to-date practices in refining edible oils and their manufacture into shortening and salad dressings have resulted in product of superior keeping quality, fine flavor, good color and desirable consistency.

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## COTTON OIL TRADING

COTTONSEED OIL—Store oil demand was fair, but offerings were light and rather steadily held. Prices moved more or less with futures. Crude oil was quoted at  $9\frac{1}{8}$  c across the Belt.

Market transactions at New York:

Friday, April 12, 1935.

—Range—Closing—  
Sales. High. Low. Bid. Asked.

Spot				a	
April				1045	a Bid
May	13	1060	1054	1058	a 1062
June				1063	a 1083
July	56	1077	1065	1076	a trad
Aug.				1072	a 1082
Sept.	66	1078	1064	1076	a 1074
Oct.	39	1056	1040	1054	a 53tr
Nov.				1045	a 1060

Sales, 29 contracts; crudes,  $9\frac{1}{8}$  c nom.

Saturday, April 13, 1935.

Spot				a	
April				1050	a Bid
May	5	1060	1055	1060	a trad
June				1065	a 1080
July	4	1080	1071	1076	a 1080
Aug.				1070	a 1090
Sept.	9	1078	1070	1079	a 1080
Oct.	11	1062	1050	1059	a 1064
Nov.				1055	a 1070

Sales, 98 contracts; crudes,  $9\frac{1}{8}$  c nom.

Monday, April 15, 1935.

Spot				a	
April				1035	a Bid
May	25	1055	1046	1043	a 1048
June				1048	a 1068
July	16	1074	1063	1064	a 1066
Aug.				1060	a 1070
Sept.	33	1075	1063	1066	a trad
Oct.	24	1055	1049	1050	a trad
Nov.				1045	a 1055

Sales, 73 contracts; crudes,  $9\frac{1}{8}$  c nom.

Tuesday, April 16, 1935.

Spot				a	
April				1035	a Bid
May	8	1043	1035	1043	a 1046
June				1048	a 1063
July	25	1062	1051	1061	a 1062
Aug.				1056	a 1066
Sept.	24	1062	1054	1062	a 61tr
Oct.	16	1081	1042	1050	a 1052
Nov.				1045	a 1060

Sales, 73 contracts; crudes,  $9\frac{1}{8}$  c nominal.

Wednesday, April 17, 1935.

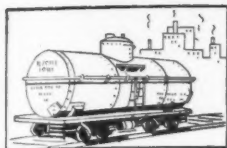
Spot				a	
April				1018	a Bid
May	4	1030	1027	1027	a trad
June				1028	a 1040
July	65	1056	1045	1047	a trad
Aug.				1042	a 1052
Sept.	26	1055	1046	1045	a 1049
Oct.	14	1045	1034	1034	a trad
Nov.				1028	a 1043

Sales, 109 contracts; crudes,  $9\frac{1}{8}$  c nominal.

Thursday, April 18, 1935.

May	1026	1026	1028	a 1033
July	1052	1043	1050	a 1052
Sept.	1045	1043	1050	a 1054
Oct.	1033	1027	1040	a 1043

(See page 37 for later markets.)



# Vegetable Oils

## Weekly Market Review



**Activity Continues—Market Barely Steady—Price Fluctuations Moderate—Trade Mixed—Sentiment Divided—March Consumption Disappointingly Small—Cash Trade Routine—Weather South Unfavorable.**

Volume of activity in cotton oil futures market at New York was maintained at a rather good pace the past week. Operations were mixed, with commission houses and professionals on both sides. Undertone was barely steady.

While prices ruled slightly lower most of week, outside commodity market fluctuations had considerable bearing on values.

The market was rather easily influenced both ways. On bulges, offerings appeared to increase, while on setbacks scattered support was apparent. Cash trade continued routine during week, while crude markets were purely nominal at 9½c.

### March Consumption Down

March distribution of oil fell to around 166,000 bbls. against about 250,000 bbls. the previous year. Consumption for eight months has been some 2,440,000 bbls. against 1,938,000 bbls. the same time last season.

Smaller consumption last month was generally regarded as having been partly due to foreign importations. Notwithstanding comparatively light consumption in March, visible supply during month decreased about 133,000 bbls. and at the beginning of April totaled 1,851,200 bbls. compared with 2,781,000 bbls. the same time last season.

There was a feeling that were consumption of imported oil in March known, the figures would display somewhat of a more favorable comparative level with last year. At the same time, however, there was a disposition to look upon smaller consumption in March as partly the result of a disposition amongst consumers and distributors to cut down stocks. As a result of smaller consumption last month, some would not be surprised if the April distribution shows up comparatively well.

### Planting Under Way

Lard stocks at Chicago during first half of April decreased 1,281,000 lbs. to 54,992,000 lbs., against 116,859,000 lbs. last year.

Cold storage holdings of lard on April 1 were 104,861,000 lbs., against 110,197,000 lbs. the previous month, 173,-

775,000 lbs. a year ago, and a 5-year April 1 average of 104,880,000 lbs.

The weekly weather report said cotton planting made generally slow advance in the Northern parts of Belt due to coolness and wet soil. In the eastern states of the Belt growth was generally poor, with little seeding yet possible in northeast. Shopping made slow advance in southern Georgia and was begun in southern South Carolina.

**COCOANUT OIL**—Market was rather quiet at New York notwithstanding a steadier tone in copra. Prices were quoted at 5½c.

**SOYA BEAN OIL**—Market was rather quiet but steady with mid-west mills quoting 8.2@8.3c.

**CORN OIL**—Demand was very moderate, with buyers and sellers apart. Tone was fairly steady and market quoted at 9@9¼c.

**PALM OIL**—A rather quiet and featureless trade was reported at New York. Spot Nigre was quoted at 5c; shipment Nigre, 4½c; shipment Sumatra, 4¼c. There was a feeling prices could be shaded on bids.

**PALM KERNEL OIL**—Market was more or less nominal. Shipment oil was quoted at 4¼c c.i.f. New York.

**OLIVE OIL**—Trade was routine at New York, and prices were steady. Spot barrels were quoted at 8½@8¾c; tanks, 8@8¾c.

**RUBBERSEED OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Demand was routine in character, but market was steady at New York and quoted at 9½@9¾c.

### MEMPHIS PRODUCTS MARKETS

(Special Report to The National Provisioner.)

Memphis, Tenn., April 17, 1935.

Trading in cottonseed meal was in fair volume today. However, most of the trading was switching. July-August meal was traded to November at 75c discount; May was traded to August at 65c discount and July was traded to October at a 60c discount. There was some trading of July cottonseed meal at \$29.75 which was yesterday's closing price. However, weakness in the grain market caused the bids to be lowered on cottonseed meal. The closing prices were unchanged to 50c per ton lower.

The cotton seed market was quiet, prices being unchanged to 50c down.

### COTTONSEED PRODUCTS PRODUCED AND CONSUMED

Cotton seed received, crushed, and on hand, and cottonseed products manufactured, shipped out, and on hand for eight months, ended March 31, 1935, as reported by the Department of Commerce:

#### COTTON SEED RECEIVED, CRUSHED, AND ON HANDS (TONS).

	Received at mills*		Crushed		On hand at mills	
	Aug. 1 to Mar. 31, 1935.	1934.	Aug. 1 to Mar. 31, 1935.	1934.	1935.	1934.
United States .....	3,319,314	3,962,029	3,180,486	3,678,319	361,489	304,131
Alabama .....	265,213	217,244	246,183	175,131	38,117	45,077
Arizona .....	49,455	37,284	43,519	33,729	6,064	3,706
Arkansas .....	281,973	300,880	261,891	287,829	25,163	29,041
California .....	103,111	87,244	95,438	71,259	7,853	18,912
Georgia .....	411,371	351,875	355,279	312,668	82,102	50,698
Louisiana .....	153,846	133,738	149,430	119,771	7,956	16,545
Mississippi .....	467,514	442,530	410,511	357,757	70,298	96,510
North Carolina .....	244,078	226,656	224,143	218,063	21,876	9,068
Oklahoma .....	95,846	361,980	106,654	376,688	7,197	12,574
South Carolina .....	191,886	186,157	188,100	173,297	4,857	13,496
Tennessee .....	279,608	274,468	260,798	264,546	35,064	35,194
Texas .....	702,890	1,277,281	762,410	1,227,383	43,141	148,684
All other states .....	72,463	64,662	67,130	60,168	5,781	4,566

\*Includes seed destroyed at mills but not 222,761 tons and 220,938 tons on hand Aug. 1 nor 109,484 tons and 46,607 tons reshipped for 1935 and 1934 respectively.

#### COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

Item.	Season.	On hand		Produced Aug. 1		Shipped out Aug.		On hand	
		Aug. 1.	Mar. 31.	to Mar. 31.	to Mar. 31.	1 to Mar. 31.	to Mar. 31.	Mar. 31.	Mar. 31.
Crude oil .....	1934-35	34,400,287	987,854,903	987,854,903	965,551,566	965,551,566	965,551,566	965,551,566	965,551,566
(pounds) .....	1933-34	51,269,417	1,143,337,767	1,143,337,767	1,064,697,443	1,064,697,443	1,064,697,443	1,064,697,443	1,064,697,443
Refined oil .....	1934-35	656,804,830	872,960,427	872,960,427	872,960,427	872,960,427	872,960,427	872,960,427	872,960,427
(pounds) .....	1933-34	676,331,574	838,142,704	838,142,704	838,142,704	838,142,704	838,142,704	838,142,704	838,142,704
Cake and meal .....	1934-35	124,572	1,444,513	1,444,513	1,257,806	1,257,806	1,257,806	1,257,806	1,257,806
(tons) .....	1933-34	100,874	1,000,148	1,000,148	1,501,074	1,501,074	1,501,074	1,501,074	1,501,074
Hulls .....	1934-35	30,958	821,179	821,179	694,576	694,576	694,576	694,576	694,576
(tons) .....	1933-34	76,686	979,385	979,385	978,897	978,897	978,897	978,897	978,897
Linters .....	1934-35	75,958	712,844	712,844	610,490	610,490	610,490	610,490	610,490
(running bales) .....	1933-34	70,786	694,024	694,024	620,202	620,202	620,202	620,202	620,202
Hull, fiber .....	1934-35	646	49,405	49,405	48,521	48,521	48,521	48,521	48,521
(500-lb. bales) .....	1933-34	985	35,849	35,849	34,219	34,219	34,219	34,219	34,219
Grabbots, motes, etc. .....	1934-35	3,970	32,415	32,415	25,007	25,007	25,007	25,007	25,007
(500-lb. bales) .....	1933-34	3,216	33,126	33,126	28,168	28,168	28,168	28,168	28,168

\*Includes 4,378,638 and 27,706,670 pounds held by refining and manufacturing establishments and 9,998,880 and 23,737,683 pounds in transit to refiners and consumers August 1, 1934, and March 31, 1935, respectively.

†Includes 3,605,195 and 2,471,279 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 5,153,478 and 5,508,231 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1934, and March 31, 1935, respectively.

\*\*Produced from 942,741,020 pounds of crude oil.

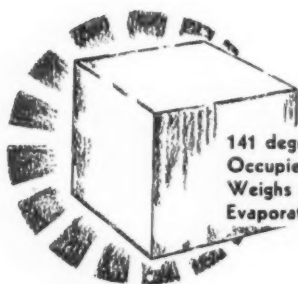




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# WEEK'S CLOSING MARKETS

## THURSDAY'S CLOSINGS

### Provisions

Hog products moderately active and about steady latter part of week. Holiday interruption a factor. Hog arrivals small; hogs firm, top, Chicago, \$9.15. Cash trade routine. Good buying of lard reported on setbacks.

### Cottonseed Oil

Cotton oil mostly evening up for three-day holiday. Local sentiment bearish but commission houses on both sides.

Quotations on bleachable cottonseed oil Thursday noon were: May, \$10.28@10.33; July, \$10.50@10.52; Sept. \$10.50@10.54; sales; Oct., \$10.40@10.43.

### Tallow

Tallow, extra, 6½¢ f.o.b.

### Stearine

Stearine, 10% @10½¢.

### Friday's Lard Markets

New York, April 18, 1935—Prices are for export; no tax. Lard, prime western, \$11.20@11.30; middle western, \$11.20@11.30; city, 10¼¢; refined Continent, 11½¢; South American, 11½¢; Brazil kegs, 11½¢; compound, 12¼¢ in carlots.

## BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, April 19, 1935.

General provision market steady but firm; fair demand for hams, very poor demand for pure lard.

Thursday's prices were: Hams, American cut, 87s; hams, long cut, 86s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 66s; Wiltshires, unquoted; Cumberlands, exhausted; Canadian Wiltshires, 77s; Canadian Cumberlands, 68s; spot lard, 56s.

## LIVERPOOL PROVISION PRICES

Prices for 100 lbs. of quality product at Liverpool on Apr. 3, 1935, with comparisons were as follows:

	Apr. 3, 1935.	Mar. 27, 1935.	Apr. 4, 1934.
American green bellies.....	\$14.51	\$14.44	Nom.
Danish green sides.....	18.48	18.40	\$19.14
Canadian green sides.....	16.33	16.26	16.33
American short green hams.....	19.13	18.97	20.20
American refined lard.....	13.94	13.34	6.58

## GERMAN HOGS AND LARD

Top hogs at Berlin were quoted at \$15.50 per cwt. on Apr. 3, 1935, as compared with \$14.93 a week earlier and \$13.16 at the same time in 1934. Lard in tierces at Hamburg was quoted at \$27.75, compared with \$27.73 the previous week and \$14.20, year ago.

## CURED PORK IMPORTS INCREASE

Imports of cured pork products through New York are beginning to assume considerable volume, 228,150 lbs. of bacon, ham and cooked ham having been received there since April 1. Total U. S. imports for 1934 were under a million lbs. Fresh and frozen beef from Canada is now coming in at a steady rate, 67,121 lbs. having been received during week ended April 18. Canned beef is coming in at about normal volume, but stearines and edible tallows are received in larger quantities than in recent years.

## PRODUCE IN COLD STORAGE

Cold storage holding of butter, cheese and eggs on April 1, 1935:

	Apr. 1, 1935.	Mar. 1, 1935.	Apr. 1, 1934.
Butter, creamery, M lbs..	5,338	8,110	15,351
Cheese, American, M lbs..	54,741	60,943	49,856
Cheese, Swiss, M lbs.....	2,934	3,566	7,465
Cheese, Brick-Munster, M lbs.....	728	638	1,123
Cheese, Limburger, M lbs..	644	753	734
Cheese, all other, M lbs..	3,782	4,256	2,975
Eggs, shell, cases.....	1,490	34	1,206
Eggs, frozen, M lbs.....	39,532	39,413	38,679

## FROZEN POULTRY IN STORAGE

Storage stocks of frozen poultry on hand on Apr. 1, 1935, with comparisons:

	Apr. 1, 1935.	Mar. 1, 1935.	Apr. 1, 1934.
Broilers, M lbs.....	12,542	15,651	7,302
Fryers, M lbs.....	9,540	11,742	7,097
Roasters, M lbs.....	20,655	26,180	24,900
Fowls, M lbs.....	9,600	15,852	7,308
Turkeys, M lbs.....	19,844	22,973	14,499
Ducks, M lbs.....	808	1,439	987
Miscellaneous, M lbs.....	10,125	12,939	12,194

## ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to April 18, 1935, show exports from that country were as follows: To the United Kingdom, 6,008 quarters; to the Continent, 1,977 quarters. Exports the week ending April 12 were: To England, 155,363 quarters; to the Continent, 26,273 quarters.

## LARD AND GREASE EXPORTS

Exports of lard from New York City, Apr. 1, 1935, to Apr. 17, 1935, totaled 948,610 lbs.; tallows, 2,000 lbs.; greases, none; stearine, 75,600 lbs.

## TRIMMING OFF THE PROFITS

Do your men trim the profits off your pork loins? Read chapter 6 of "PORK PACKING," The National Provisioner's latest book.

## TWELVE-MONTH FEDERAL KILL

More cattle and calves were slaughtered under federal inspection in the calendar year 1934 than in 1933 due, of course, to the drought-relief program. About four million fewer hogs were slaughtered while sheep and lamb slaughter remained about the same. The slaughter by stations is reported as follows:

	Cattle.	Calves.	Sheep and lambs.	Hogs.
Baltimore	146,222	28,208	(1)	764,725
Buffalo	179,410	47,631	62,292	701,909
Chicago	2,076,243	787,305	3,190,357	6,701,766
Cincinnati	218,144	85,811	108,000	723,542
Cleveland	68,726	(1)	(1)	379,914
Denver	197,066	81,882	(1)	412,042
Detroit	97,990	82,609	141,049	787,215
Fort Worth	460,657	317,059	376,591	435,361
Kansas City	1,200,331	623,187	1,525,286	2,868,787
Milwaukee	250,635	630,289	(1)	1,077,301
National Stock Yards	828,680	519,824	604,370	2,992,563
New York	408,951	698,439	2,572,348	(1)
Omaha	1,162,686	223,479	1,654,877	2,147,288
Philadelphia	91,019	124,223	190,471	862,109
St. Louis	590,730	146,874	838,366	1,534,305
South St. Paul	913,325	880,344	937,659	1,894,032
All other stations	4,342,481	2,110,952	5,115,907	19,303,395

Total: 1934 ... 13,263,206 7,388,102 17,317,063 43,586,254  
Total: 1933 ... 8,655,259 4,906,632 17,353,550 47,225,518  
(1) Included in "all other stations."

Horses slaughtered were 19,062 in 1934 as compared with 42,304 in 1933.

## NEW YORK MEAT SUPPLIES

Receipts of Western dressed meats and local slaughters at New York, week April 13:

	Week ended April 13.	Prev. week.	Cor. week. 1934.
West. drsd. meats:			
Steers, carcasses.....	7,237	6,589	8,823
Cows, carcasses.....	956	958	618
Bulls, carcasses.....	269	273	194
Veals, carcasses.....	8,957	13,641	14,112
Lambs, carcasses.....	36,742	36,035	26,557
Mutton, carcasses.....	1,681	1,212	1,626
Beef cuts, lbs.....	471,837	488,419	394,971
Pork cuts, lbs.....	1,516,973	1,489,526	1,919,507
Local slaughters:			
Cattle.....	9,902	7,800	9,871
Calves.....	16,936	14,902	15,940
Hogs.....	35,463	35,486	44,864
Sheep.....	60,102	58,694	60,549

## PHILADELPHIA MEAT SUPPLIES

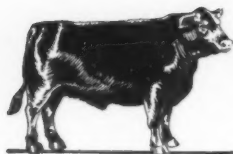
Receipts of Western dressed meats and local slaughter for week April 13:

	Week ended April 13.	Prev. week.	Cor. week. 1934.
West. drsd. meats:			
Steers, carcasses.....	1,716	1,531	2,611
Cows, carcasses.....	1,272	1,250	875
Bulls, carcasses.....	527	246	329
Veals, carcasses.....	1,978	1,786	1,980
Lambs, carcasses.....	15,423	13,869	11,015
Mutton, carcasses.....	835	393	352
Pork, lbs.....	387,053	367,992	415,782
Local slaughters:			
Cattle.....	2,161	2,138	2,154
Calves.....	3,569	3,934	3,973
Hogs.....	14,834	12,274	17,234
Sheep.....	5,584	5,213	5,789

## BOSTON MEAT SUPPLIES

Receipts of Western dressed meats at Boston, week ended April 13, 1935:

	Week ended April 13.	Prev. week.	Cor. week. 1934.
West. drsd. meats:			
Steers, carcasses.....	2,009	1,899	2,369
Cows, carcasses.....	1,640	1,512	1,818
Bulls, carcasses.....	22	27	31
Veals, carcasses.....	607	668	1,041
Lambs, carcasses.....	18,951	18,834	13,017
Mutton, carcasses.....	754	515	440
Pork, lbs.....	308,694	241,179	223,249



# Live Stock Markets

## Weekly Review



### CHICAGO

Reported by U. S. Bureau of Agricultural Economics.

Chicago, April 18, 1935.

**CATTLE**—Compared with last Friday: Fed steers and yearlings, mostly 25@50c higher; yearlings, \$11.00@13.00; strictly choice 1,438-lb. Nebraska fed steers, to \$15.50, highest price paid locally since March, 1930; best yearlings, \$14.25; part load 1,256-lb. heifers, \$12.25; steers accompanying these \$15.00; yearling heifers, \$11.35; most she stock, around 50c higher; beef cows, 75c to \$1.00 higher in instances; bulls, 25@50c higher; vealers, 50c to \$1.00 lower; selects to \$9.50.

**HOGS**—Compared with last Friday: Generally 15@25c lower. Receipts lighter but demand narrow. Week's top, \$9.25; closing peak, \$9.15; late bulk better grade 180- to 240-lb., \$9.00@9.10; 240- to 290-lb., \$8.85@9.00; 290- to 350-lb., \$8.70@8.85; desirable, 140- to 180-lb., \$8.40@9.00; good slaughter pigs, \$7.50@8.40; packing sows, \$8.00@8.15.

**SHEEP**—Compared with last Friday: Bulk slaughter lambs around steady; sheep, firm; week's top woolled lambs, \$8.65, paid at close, top on low day, \$8.35; bulk for week, \$8.00@8.50; clipped lambs, \$7.00@7.50; top, \$7.60; first sizable lots desirable 51- to 79-lb. native springers, \$10.00@10.50; woolled ewes, \$4.00@5.00 mostly; shorn, \$3.00@4.00; extreme top shorn, \$4.50.

### KANSAS CITY

Reported by U. S. Bureau of Agricultural Economics.

Kansas City, Kans., April 18, 1935.

**CATTLE**—Fed steers and yearlings and slaughter cows, 25@50c higher; while light heifers and mixed yearlings, steady to 25c up. Top rested at \$13.50

on best 1,101-lb. weights. Some of more desirable steers, \$12.25@13.25; bulk of short feds, \$9.50@11.75; bulls, strong to 25c higher; vealers declined 50c@1.00, with only selected lots reaching \$9.00 at close.

**HOGS**—Late top to packers, \$8.80 on choice 200 lbs. up; good to choice 180 lbs. up, \$8.65@8.80, better grades of 140 to 170 lbs., \$8.00@8.60; most packing sows, \$8.00@8.35.

**SHEEP**—Choice native springers, \$9.50; best Arizonas, \$9.00; fed woolskins, to \$8.25; numerous lots clippers, \$6.60@7.20; woolled ewes, up to \$4.50; shorn New Mexicos, \$4.25.

### OMAHA

Reported by U. S. Bureau of Agricultural Economics.

Omaha, Neb., April 18, 1935.

**CATTLE**—Compared with last Friday: Yearlings and light steers, strong to mostly 25c higher; weighty steers and medium weights, 25@50c up; she stock, around 25c up; bulls and vealers, steady. Strictly choice to prime weighty steers sold at \$15.00, highest price since February, 1930.

**HOGS**—Compared with last Friday: Hog prices, 15@25c lower; Thursday's top, \$8.75, with following bulks: 200 to 280 lbs., \$8.60@8.70, 280 lbs. up, \$8.50@8.65, 160 to 200 lbs., \$8.40@8.70; 140 to 160 lbs., \$7.90@8.40; slaughter pigs, \$7.00@8.00; good packing sows, \$8.15@8.25; stags, \$7.50@8.00.

**SHEEP**—Compared with last Friday: Lamb prices, strong to 10c higher; other classes, unchanged. Thursday's bulk choice grade native spring lambs, \$9.50; good and choice fed woolled lambs, \$8.00@8.50; top, \$8.60; fed, clipped lambs, \$7.25@7.50; good and choice woolled ewes, \$4.00@5.00; shorn ewes, \$2.00@3.50.

### ST. LOUIS

Reported by U. S. Bureau of Agricultural Economics.

East St. Louis, Ill., April 18, 1935.

**CATTLE**—Compared with last week's close: Steers, mixed yearlings, heifers and cowstuff, 25@50c up, with some yearlings and beef cows up more; bulls, 25c higher; vealers, 75c lower. Top medium weight steers brought \$12.50; bulk of steers, \$8.00@10.50; most mixed yearlings and heifers, \$7.25@9.75; top mixed, \$11.00; top heifers, \$10.65. Beef cows bulked at \$5.25@7.25; top, \$9.00; cutters and low cutters, mostly \$3.25@4.75. Sausage bulls closed period at top of \$6.00; top vealers, \$9.00.

**HOGS**—Weights from 180 lbs. up held about steady for week, but lighter weights dropped 25@50c. Top was \$9.20 on Thursday, bulk earning \$9.00@9.15; packing sows, \$7.75@8.00.

**SHEEP**—Lambs ruled steady to 25c higher for period; others, steady; spring lambs, \$8.00@9.50; a few, \$10.00@11.00. Woolled lambs topped at \$8.00; clipped, \$7.60; clipped lambs, \$6.75@7.35; slaughter ewes, \$5.00 downward.

### ST. PAUL

By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.

So. St. Paul, Minn., April 17, 1935.

**CATTLE**—Midweek trade on slaughter cattle was strong to 25c higher, good to choice grain-fed steers going at \$11.00@13.00 or better; bulk medium grades on down to \$9.00; most short-fed and lower grade heifers, \$6.50@9.50, better lots, \$9.75@11.00; beef cows, \$5.50@8.50; cutters, \$3.50@5.00; weighty bulls, \$5.50@6.50; medium to choice vealers, \$5.50@8.00. Wednesday's receipts included around 35 cars of Canadian cattle.

**HOGS**—Hogs were about 15c lower with most 180 to 290 lbs., \$8.50@8.70;

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better 290 to 375 lbs., \$8.25@8.50; most 140 to 170 lbs., \$8.25@8.50; desirable pigs, \$8.00@8.35; good sows, \$7.85.

**SHEEP**—Good to choice native woolled lambs brought \$7.50@8.00; best fed westerns, \$8.25. Common and medium natives earned \$6.00@7.00; good to choice woolled ewes, \$4.00@5.00; common to medium, \$2.50@3.50.

## SIoux CITY

Reported by U. S. Bureau of Agricultural Economics.

Sioux City, Ia., April 18, 1935.

**CATTLE**—Good medium weight beefs, \$12.50; majority medium to good, \$9.75@11.50. Load lots choice heifers made \$10.25@10.75. Best kosher topped at \$11.25; beef cows, \$5.25@7.25; low cutters and cutters, \$3.50@4.75. Vealers averaged steady with an \$8.00 packer top. Bulls ruled fully 25c higher; top medium grades \$5.75.

**HOGS**—Compared with Friday a week ago: All classes, 25c lower; late top, \$8.75; bulk 190- to 300-lb. butchers, \$8.50@8.70. Better 160- to 190-lb., \$8.25@8.50; 140- to 160-lb. light lights, \$8.00@8.25; slaughter pigs, \$7.25@8.00; packing sows, \$8.00; heavies, \$7.75.

**SHEEP**—Week's top woolled lambs, \$8.35; late bulk, \$7.75@8.25; choice clippers, to \$7.35; majority, \$6.85@7.25; odd lots medium to choice native spring lambs, \$8.50@10.00. Little change occurred for fat ewes; most sales, \$4.50 down; choice, \$5.00.

## CORN BELT DIRECT TRADING

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Ia., April 18, 1935.

Trading in hogs at 22 concentration points and 9 packing plants in Iowa and Minnesota was slow and uneven most of week; weights up to 250 lbs., 5@15c lower; heavier butchers, generally 10@20c lower; good to choice, 200- to 250-lb. by truck, \$8.50@8.85, including some 180 lb.; bulk trucked plant deliveries, \$8.55@8.80; railed loads, to \$8.90; 160 to 180 lbs., mostly \$8.05@8.60; better light lights, \$7.45@8.05; most good packing sows, \$7.60@8.00; few, to \$8.10.

Receipts unloaded daily for the week ended April 18, 1935, were as follows:

	This week.	Last week.
Fri., April 12.....	11,500	17,700
Sat., April 13.....	19,400	15,500
Mon., April 15.....	26,600	35,000
Tues., April 16.....	8,700	10,200
Wed., April 17.....	9,800	10,900
Thursday, April 18.....	11,800	13,800

## CANADIAN INSPECTED KILL

Inspected slaughter of live stock in Canada during February, 1935:

	Feb., 1935.	Feb., 1934.
Cattle .....	53,401	53,800
Calves .....	29,947	30,675
Hogs .....	254,944	262,834
Sheep .....	37,241	36,313

## RECEIPTS AT CHIEF CENTERS

Combined receipts at principal markets, week ended April 13, 1935:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended April 13.....	154,000	255,000	325,000
Previous week .....	169,000	289,000	323,000
1934 .....	192,000	438,000	319,000
1933 .....	165,000	469,000	374,000
1932 .....	183,000	554,000	425,000
1931 .....	201,000	537,000	463,000

Hogs at 11 markets:	Cattle.	Hogs.	Sheep.
Week ended April 13.....	118,000	179,000	238,000
Previous week .....	123,000	207,000	243,000
1934 .....	148,000	326,000	218,000
1933 .....	124,000	306,000	236,000
1932 .....	139,000	405,000	268,000
1931 .....	156,000	396,000	311,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended April 13.....	118,000	179,000	238,000
Previous week .....	123,000	207,000	243,000
1934 .....	148,000	326,000	218,000
1933 .....	124,000	306,000	236,000
1932 .....	139,000	405,000	268,000
1931 .....	156,000	396,000	311,000

## LIVESTOCK AT 62 MARKETS

Receipts and disposition of livestock at 62 leading markets in March, 1935:

	Receipts.	Local slaughter.	Total shipments.
<b>CATTLE.</b>			
Total .....	975,249	576,730	380,754
Mar. av. 5 years.....	937,538	565,033	361,633
<b>CALVES.</b>			
Total .....	495,125	338,022	156,099
Mar. av. 5 years.....	488,624	345,167	138,862
<b>HOGS.</b>			
Total .....	1,621,769	1,125,773	498,478
Mar. av. 5 years.....	2,909,268	1,876,449	1,034,129
<b>SHEEP.</b>			
Total .....	1,803,135	1,011,029	784,004
Mar. av. 5 years.....	1,959,896	1,117,119	836,042

## PACIFIC COAST LIVESTOCK

Livestock receipts for five-day period ended April 12, 1935:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles .....	3,465	581	388	3,430
San Francisco .....	500	50	1,400	2,200
Portland .....	2,175	175	1,700	8,450

In addition to the above were direct shipments to Los Angeles packers: cattle, 43 cars; hogs, 87 cars; sheep, 41 cars. San Francisco directs: 425 cattle, 150 calves, 1,250 hogs, 2,300 sheep.

## LOSSES FROM BRUISES

Are your men posted on the abuses that cost money in handling live hogs? Have them read chapter 1 of "PORK PACKING," The National Provisioner's latest book.

## LIVESTOCK PRICES COMPARED

Livestock prices at Chicago during March, 1935, with comparisons:

		Mar., 1935.	Feb., 1935.	Mar., 1934.
<b>SLAUGHTER CATTLE AND VEALERS.</b>				
<b>Steers—</b>				
550-900 lbs.,	Choice .....	\$12.42	\$12.07	\$ 7.33
	Good .....	11.26	10.88	6.51
	Medium .....	9.11	8.48	5.59
	Common .....	7.33	6.50	4.47
900-1100 lbs.,	Choice .....	13.24	13.05	7.50
	Good .....	11.62	11.28	6.50
	Medium .....	9.76	9.06	5.48
	Common .....	7.72	6.84	4.40
1100-1300 lbs.,	Choice .....	13.58	13.43	7.11
	Good .....	12.01	11.56	6.26
	Medium .....	9.94	9.38	5.30
	Choice .....	13.69	13.50	6.58
	Good .....	12.06	11.82	5.78
<b>Heifers—</b>				
550-750 lbs.,	Choice .....	11.18	10.76	6.14
	Good .....	10.07	9.62	5.89
	Com.&med. ....	7.41	6.72	4.23
	Gd. & ch. ....	10.84	10.42	5.67
	Com.&med. ....	7.41	6.76	4.25
<b>750-900 lbs.,</b>				
<b>Cows—</b>				
Good .....		8.29	7.32	3.82
Common and medium .....		5.74	5.06	3.02
Low cutter and cutter .....		3.86	3.40	2.07
<b>Bulls (yearlings excluded)—</b>				
Good (beef) .....		6.40	5.85	3.49
Cutter, com. & med. ....		4.96	4.46	2.94
<b>Vealers—</b>				
Good and ch. ....		8.35	8.04	6.20
Medium .....		6.05	6.36	4.82
Cull and common .....		5.90	4.65	4.01
<b>Calves, 250-500 lbs.—</b>				
Good and choice .....		8.84	8.18	4.18
Common and medium .....		5.50	5.11	3.27
<b>HOGS.</b>				
<b>Light light, 140-160 lbs.,</b>				
Good and choice .....		8.70	7.99	3.90
Medium .....		8.34	7.64	....
<b>Light weight—</b>				
160-180 lbs., gd. & ch. ....		8.97	8.31	4.27
180-200 lbs., gd. & ch. ....		8.73	8.04	....
Medium .....		9.12	8.40	4.46
Medium .....		8.93	8.28	....
<b>Medium weight—</b>				
200-220 lbs., gd. & ch. ....		9.21	8.61	4.50
220-250 lbs., gd. & ch. ....		9.24	8.67	4.49
<b>Heavy weight—</b>				
250-290 lbs., gd. & ch. ....		9.22	8.69	4.40
290-350 lbs., gd. & ch. ....		9.18	8.69	4.25
<b>Packing sows—</b>				
275-350 lbs., good .....		8.58	8.05	3.79
350-425 lbs., good .....		8.55	8.02	3.70
425-550 lbs., good .....		8.50	7.98	3.61
275-550 lbs., medium .....		8.06	7.49	3.52
<b>Slaughter pigs, 100-140 lbs.,</b>				
Good and choice .....		7.88	6.88	3.00
Medium .....		7.48	6.34	....
<b>SHEEP AND LAMBS.</b>				
<b>Lambs—</b>				
90 lbs. down—gd. & ch. ....		8.17	8.54	9.04
Com. and med. ....		7.20	7.46	7.93
90-98 lbs.—gd. and ch. ....		8.11	8.38	8.72
98-110 lbs.—gd. and ch. ....		....	....	....
<b>Yearling wethers—</b>				
90-110 lbs.—gd. and ch. ....		7.35	7.60	7.73
Medium .....		6.72	6.94	6.50
<b>Ewes—</b>				
90-120 lbs.—gd. and ch. ....		4.99	4.78	5.11
120-150 lbs.—gd. and ch. ....		4.75	4.50	4.80
All wts., com. and med. ....		3.82	3.70	3.75

# KENNETT-MURRAY

## LIVESTOCK BUYING ORGANIZATION

Cincinnati, Ohio

Detroit, Mich. Dayton, Ohio

Louisville, Ky. La Fayette, Ind.

Indianapolis, Ind.

Nashville, Tenn. Omaha, Neb.

Montgomery, Ala. Sioux City, Ia.

# RECEIPTS AT CENTERS

SATURDAY, APRIL 13, 1935.

	Cattle.	Hogs.	Sheep.
Chicago	300	5,000	6,000
Kansas City	600	150	400
Omaha	200	1,000	500
St. Louis	600	2,000	50
St. Joseph	100	1,000	2,500
Sioux City	250	600	1,500
St. Paul	700	500	900
Fort Worth	200	200	500
Denver	100	200	7,000
Louisville	100	300	400
Wichita	300	300	1,000
Indianapolis	100	1,000	100
Pittsburgh	100	100	1,500
Cincinnati	100	1,500	100
Buffalo	100	100	200
Nashville	300	200	200
Oklahoma City	300	300	100

MONDAY, APRIL 15, 1935.

Chicago	10,000	15,000	27,000
Kansas City	17,000	3,000	20,000
Omaha	7,500	8,500	12,000
St. Louis	4,000	15,000	800
St. Joseph	1,700	3,700	10,000
Sioux City	4,000	6,000	5,000
St. Paul	3,300	2,800	1,200
Fort Worth	2,200	800	6,000
Milwaukee	700	900	200
Denver	2,200	1,600	7,700
Louisville	100	400	100
Wichita	300	600	400
Indianapolis	1,600	5,000	1,000
Pittsburgh	700	1,000	800
Cincinnati	1,300	3,200	200
Buffalo	1,500	2,200	3,800
Cleveland	900	300	1,800
Nashville	200	300	300
Oklahoma City	900	1,400	500

TUESDAY, APRIL 16, 1935.

Chicago	8,000	11,000	12,000
Kansas City	5,000	2,000	11,000
Omaha	4,000	5,500	6,200
St. Louis	2,000	9,000	2,000
St. Joseph	1,400	2,000	5,000
Sioux City	2,000	3,500	3,000
St. Paul	1,600	3,000	800
Fort Worth	1,500	800	4,000
Milwaukee	900	1,000	200
Denver	400	1,000	9,400
Louisville	200	200	200
Wichita	500	200	200
Indianapolis	1,800	5,000	300
Pittsburgh	100	400	400
Cincinnati	600	2,000	200
Buffalo	100	300	100
Cleveland	300	1,300	1,300
Nashville	200	100	400
Oklahoma City	800	1,200	1,000

WEDNESDAY, APRIL 17, 1935.

Chicago	7,000	10,000	9,000
Kansas City	5,000	2,000	12,000
Omaha	4,000	3,500	6,000
St. Louis	2,000	5,000	2,500
St. Joseph	1,400	1,500	6,000
Sioux City	2,500	3,000	4,500
St. Paul	2,000	3,000	1,000
Fort Worth	1,500	800	4,500
Milwaukee	800	1,200	200
Denver	900	1,200	3,700
Louisville	300	200	500
Wichita	700	300	300
Indianapolis	2,300	4,000	300
Pittsburgh	100	200	600
Cincinnati	900	2,000	100
Buffalo	200	500	700
Cleveland	500	300	1,200
Nashville	400	300	600
Oklahoma City	800	1,200	800

THURSDAY, APRIL 18, 1935.

Chicago	5,000	8,000	12,000
Kansas City	2,500	1,500	12,000
Omaha	3,500	3,000	6,500
St. Louis	2,000	5,500	3,000
St. Joseph	1,500	1,700	5,200
Sioux City	2,000	2,700	2,500
St. Paul	2,500	2,300	800
Fort Worth	1,400	1,000	1,000
Milwaukee	900	1,400	400
Denver	600	1,100	7,100
Louisville	300	300	600
Wichita	700	300	300
Indianapolis	900	4,000	1,500
Pittsburgh	100	400	1,000
Cincinnati	1,000	1,500	300
Buffalo	200	100	600
Cleveland	200	500	800
Nashville	200	400	900
Oklahoma City	1,200	1,000	1,000

FRIDAY, APRIL 19, 1935.

Chicago	2,500	6,000	15,000
Kansas City	1,000	800	2,000
Omaha	1,200	3,000	6,000
St. Louis	1,500	4,500	1,000
St. Joseph	800	1,500	4,000
Sioux City	1,000	2,000	4,000
St. Paul	1,500	1,000	700
Fort Worth	1,100	500	2,000
Denver	300	900	10,000
Louisville	500	700	200
Wichita	500	4,000	2,500
Indianapolis	500	4,000	500
Pittsburgh	100	500	500
Cincinnati	700	2,800	200
Buffalo	900	1,100	100
Oklahoma City	1,000	800	100

Watch "Wanted Page" for bargains.

# LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, Apr. 18, 1935:

Hogs (Soft or oily hogs excluded).	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. lt. (140-160 lbs.) gd.-ch.	\$8.40@8.90	\$8.00@8.60	\$8.00@8.40	\$7.90@8.45	\$8.15@8.50
Medium	8.10@8.65	7.85@8.50	7.50@8.15	7.50@8.20	7.65@8.25
Lt. wt. (160-180 lbs.) gd.-ch.	8.65@9.05	8.50@9.10	8.25@8.50	8.15@8.65	8.35@8.80
Medium	8.40@8.85	8.35@9.00	8.00@8.40	7.90@8.40	7.85@8.50
(180-200 lbs.) gd.-ch.	8.85@9.10	9.00@9.15	8.50@8.70	8.35@8.80	8.50@8.70
Medium	8.65@8.90	8.85@9.00	8.15@8.00	8.40@8.65	8.00@8.50
Med. wt. (200-220 lbs.) gd.-ch.	8.90@9.15	9.00@9.15	8.60@8.75	8.65@8.80	8.50@8.70
(220-250 lbs.) gd.-ch.	8.90@9.15	9.00@9.20	8.60@8.75	8.65@8.80	8.50@8.70
Hvy. wt. (250-280 lbs.) gd.-ch.	8.80@9.00	8.95@9.10	8.55@8.75	8.65@8.80	8.40@8.70
(280-350 lbs.) gd.-ch.	8.70@8.90	8.90@9.05	8.50@8.70	8.65@8.80	8.25@8.50

## PACKING SOWS:

(275-350 lbs.) good	8.10@8.25	7.90@8.15	8.15@8.25	8.20@8.35	7.85@8.00
(350-425 lbs.) good	8.05@8.20	7.85@8.00	8.15@8.25	8.15@8.30	7.85@8.00
(425-550 lbs.) good	8.00@8.15	7.80@7.95	8.10@8.20	7.90@8.25	7.75@7.85
(275-350 lbs.) medium	7.50@8.10	7.25@7.90	7.50@8.15	7.00@8.15	7.25@7.75

## SLAUGHTER PIGS:

(100-140 lbs.) gd.-ch.	7.50@8.65	7.00@8.15	7.00@8.25	7.00@8.00	7.85@8.40
Medium	7.00@8.40	6.50@8.00	6.25@7.75	5.25@7.50	6.75@8.15
At. cost & wt. Wed. (pigs ex.)	8.81-240 lbs.	8.80-208 lbs.	8.83-267 lbs.	8.50-197 lbs.	

## Slaughter Cattle, Calves and Vealers:

### STEERS:

(550-900 lbs.) choice	11.25@14.00	10.75@12.75	10.25@13.00	10.25@12.75	10.75@13.65
Good	11.00@13.00	10.50@11.75	9.75@12.50	9.25@12.00	10.00@12.50
Medium	8.50@11.25	8.00@10.25	8.00@10.50	7.75@10.50	8.00@10.50
Common	6.75@9.50	6.75@9.00	6.00@8.75	6.00@8.75	6.40@8.75

### STEERS:

(900-1,100 lbs.) choice	13.00@15.00	11.75@13.25	12.50@14.25	12.00@13.50	12.65@14.40
Good	11.25@14.00	10.25@12.75	10.50@13.50	10.50@12.75	10.50@13.65
Medium	9.50@11.50	9.00@10.75	8.75@10.75	8.75@11.00	8.75@11.00
Common	7.25@9.75	7.00@9.25	6.25@9.25	6.50@9.50	6.75@9.25

### STEERS:

(1,100-1,300 lbs.) choice	14.00@15.50	12.75@13.75	13.50@14.50	12.50@14.25	13.65@14.75
Good	11.50@14.25	10.75@13.25	10.75@13.50	11.00@13.25	11.00@13.65
Medium	9.75@12.00	9.25@11.25	9.25@11.25	9.50@11.50	9.25@11.25

### STEERS:

(1,300-1,500 lbs.) choice	14.25@15.50	13.25@13.75	13.50@14.50	13.25@14.25	13.40@14.75
Good	12.00@14.25	11.25@13.25	11.25@13.50	11.50@13.25	11.00@13.65

### HEIFERS:

(550-750 lbs.) choice	10.75@12.25	10.50@11.25	10.25@11.00	10.00@11.25	10.25@11.75
Good	8.75@10.75	8.25@10.50	8.25@10.25	8.50@10.50	9.25@10.75
Com-med.	6.25@10.00	6.25@9.25	5.50@9.50	5.50@9.00	5.75@9.50

### HEIFERS:

(750-900 lbs.) gd.-ch.	10.75@12.50		9.50@11.50	9.00@11.50	9.50@12.00
Com-med.	6.25@10.75		5.50@9.50	5.50@9.00	6.00@9.75

### COWS:

Good	8.00@10.25	7.00@8.50	7.50@8.50	7.50@8.75	7.60@9.00
Com-med.	5.50@8.00	5.00@7.00	5.25@7.50	5.25@7.50	5.25@7.75
Low-cut-cut	3.50@5.50	3.00@5.00	3.50@5.25	3.00@5.25	3.25@5.25

### BULLS: (Yrks. Ex.) (Beef)

Good	6.00@7.50	6.00@6.75	5.75@6.50	5.50@6.00	5.85@6.75
Cut-med.	4.75@6.40	4.25@6.00	4.25@6.00	4.00@5.50	4.00@6.00

### VEALERS:

Gd.-ch.	7.50@9.50	8.00@9.00	7.50@8.50	7.00@9.00	6.25@8.50
Medium	6.50@7.50	6.75@8.00	5.50@7.00	6.00@7.00	5.00@7.00
Cul-com.	4.50@6.50	3.00@6.75	3.50@5.00	4.00@6.00	3.00@5.00

### CALVES:

(250-500 lbs.) gd.-ch.	7.00@10.50	6.75@9.75	6.50@10.00	7.00@9.50	7.25@10.25
Com-med.	4.50@7.00	3.50@6.75	3.50@6.50	3.50@7.25	4.50@7.75

## Slaughter Lambs and Sheep:

### SPRING LAMBS:

Choice				8.50@9.50	
Good				7.50@8.50	
Medium				6.25@7.50	

### LAMBS:

(90 lbs. down) gd.-ch.*	7.85@8.65	7.75@8.35	8.00@8.00	7.50@8.25	7.50@8.35
Com-med.	7.10@8.00	6.00@7.85	6.25@8.00	5.25@7.50	6.00@8.00
(90-98 lbs.) gd.-ch.*	7.60@8.65	7.60@8.35			7.50@8.35

### YEARLING WETHERS:

(90-110 lbs.) gd.-ch.	6.75@7.60	6.75@7.25	6.00@7.00	6.25@7.00	6.90@7.00
Medium	6.25@7.00	6.00@6.75	5.50@6.00	5.00@6.25	5.25@6.00

### EWES:

(90-120 lbs.) gd.-ch.	4.00@5.25	4.00@5.15	3.75@5.10	4.00@4.75	3.75@5.00
(120-150 lbs.) gd.-ch.	3.75@5.25	3.75@5.00	3.50@4.75	3.75@4.50	3.50@5.00
(All weights) com-med.	2.75@4.25	2.50@4.00	2.50@3.75	1.75@4.00	2.25@3.75

\*Quotations based on ewes and wethers.

\*\*All quotations on full woolled basis.

## CANADIAN LIVESTOCK PRICES

Leading Canadian centers, top livestock prices, week April 10, 1935:

### BUTCHER STEERS.

	Up to 1,050 lbs.	Week ended April 10.	Prev. week.	Same week, 1934.
Toronto	\$ 7.75	\$ 7.50	\$ 6.50	
Montreal	7.75	7.25	6.50	
Winnipeg	7.25	7.00	5.50	
Calgary	8.00	6.75	5.00	
Edmonton	6.50	6.25	4.75	
Prince Albert	5.50	5.50	4.25	
Moose Jaw	6.25	5.50	4.60	
Saskatoon	5.50	5.00	4.75	

### VEAL CALVES.

Toronto	8.50	\$ 8.50	\$ 8.00
Montreal	6.00	6.50	5.50
Winnipeg	6.50	7.00	6.00
Calgary	6.50	6.50	5.50
Edmonton	5.50	6.00	5.50
Prince Albert	4.50	3.50	...
Moose Jaw	5.25	5.50	5.00
Saskatoon	5.00	5.50	5.00

# PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, April 13, 1935, with comparisons, are reported to The National Provisioner as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	2,998	1,588	5,238
Swift & Co.	2,621	1,265	13,019
Morris & Co.	1,685	.....	4,212
Wilson & Co.	3,639	2,583	7,064
Anglo-Am. Prov. Co.	403	.....	.....
G. H. Hammond Co.	1,621	902	.....
Others	8,814	7,818	23,967
Brennan Pkg. Co.	10,254	12,395	16,270
Agar Pkg. Co.	2,598	.....	.....

2,927 hogs.  
Total: 32,116 cattle, 7,530 calves; 31,976 hogs.  
Not including 891 cattle, 1,425 calves, 33,473 hogs and 11,186 sheep bought direct.

## KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,858	428	1,940	6,948
Cudahy Pkg. Co.	1,813	1,207	1,010	9,297
Morris & Co.	852	420	.....	4,571
Swift & Co.	1,611	841	4,385	7,594
Wilson & Co.	2,008	880	1,402	7,825
Korabum & Son	1,039	.....	.....	.....
Independent Pkg. Co.	.....	185	.....	.....
Others	6,600	396	1,718	13,114

Total: 15,801 cattle, 4,181 calves, 10,820 hogs, 49,649 sheep.

## OMAHA.

	Cattle & Calves.	Hogs.	Sheep.
Armour and Co. ....	2,458	3,933	2,278
Cudahy Pkg. Co. ....	3,683	3,113	12,690
Dold Pkg. Co. ....	597	2,297	.....
Morris & Co. ....	925	.....	2,237
Swift & Co. ....	2,951	1,619	7,571
Others .....	.....	12,323	.....
Eagle Pkg. Co. ....	10 cattle; Geo. Hoffman Pkg. Co. ....	33 cattle; Grt. Omaha Pkg. Co. ....	61 cattle
Omaha Pkg. Co. ....	65 cattle; J. Roth & Sons, 36 cattle; So. Omaha Pkg. Co. ....	35 cattle; Lincoln Pkg. Co. ....	228 cattle
Sinclair Pkg. Co. ....	48 cattle	Wilson & Co. ....	245 cattle
Total, 11,375 cattle and calves; 23,321 hogs			

Total: 11,375 cattle and calves; 23,321 hogs, 24,776 sheep.

## EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,653	1,272	2,396	5,694
Swift & Co.	2,185	1,965	2,846	5,448
Hunter Pkg. Co.	988	914	2,760	866
Hell Pkg. Co.	.....	1,581	.....	.....
Krey Pkg. Co.	.....	3,230	.....	.....
Laclede Pkg. Co.	.....	1,132	.....	.....
Shippers	4,878	6,447	17,397	804
Others	3,024	115	12,298	837

Total: 13,582 cattle, 11,038 calves, 44,092 hogs, 25,581 sheep.

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,714	590	5,554	16,395
Armour and Co.	1,770	597	5,362	7,411
Others	987	22	1,083	9,414

Total: 4,471 cattle, 1,209 calves, 11,999 hogs, 33,220 sheep.

## SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,938	247	3,101	5,347
Armour and Co.	1,803	247	2,844	4,425
Swift & Co.	1,596	202	1,308	2,500
Shippers	3,062	44	5,992	2,416
Others	183	20	11	.....

Total: 8,522 cattle, 760 calves, 13,256 hogs, 14,688 sheep.

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,805	683	2,256	1,574
Wilson & Co.	1,770	727	2,347	1,634
Others	261	52	452	.....
Wichita Pkg. Co.	20	37	.....	.....

Total: 3,865 cattle, 1,469 calves, 5,055 hogs, 3,208 sheep.

Not including 40 cattle and 370 hogs bought direct.

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,021	812	2,005	3,643
Jacob Dold Pkg. Co.	483	221	1,486	129
Wichita D. B. Co.	16	.....	.....	.....
Dunn-Ostertag	75	.....	.....	.....
F. W. Dold & Sons	124	.....	276	.....
Sunflower Pkg. Co.	38	.....	94	.....
Wichita Pkg. Co.	77	.....	.....	.....

Total: 1,834 cattle, 1,033 calves, 3,861 hogs, 3,772 sheep.

Not including 31 cattle and 351 hogs bought direct.

## DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,384	257	1,476	13,197
Swift & Co.	949	271	1,500	12,079
Others	1,380	268	1,725	14,291

Total: 3,716 cattle, 796 calves, 4,701 hogs, 39,567 sheep.

## ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,784	3,082	4,587	2,996
Cudahy Pkg. Co.	546	1,333	.....	.....
Swift & Co.	3,934	4,473	6,618	5,216
United Pkg. Co.	2,381	310	.....	.....
Others	1,498	63	1,244	125

Total: 11,123 cattle, 9,263 calves, 12,449 hogs, 8,337 sheep.

## MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankington Pkg. Co.	2,228	7,440	5,963	1,819
U. D. B. Co., N. Y.	17	.....	.....	.....
Omaha Pkg. Co., Chi.	136	.....	.....	.....
R. Gumz & Co.	65	17	.....	.....
Armour & Co., Mil.	967	3,732	.....	.....
N. Y. B. D. M. Co.	38	84	24	6
Shippers	156	.....	.....	.....
Others	995	862	7	127

Total: 4,602 cattle, 12,135 calves, 6,024 hogs, 1,952 sheep.

## INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingman & Co.	2,139	754	6,465	2,874
Armour and Co.	1,120	159	2,010	.....
Hilgemier Bros.	5	.....	806	.....
Stumpf Bros.	.....	108	.....	.....
Indiana Prov. Co.	82	17	112	5
Schussler Pkg. Co.	37	.....	214	.....
Meier Pkg. Co.	87	.....	131	.....
Maass Hartman Co.	42	9	.....	.....
Art Wabnitz	17	171	.....	28
Shippers	1,763	2,595	12,264	1,472
Others	1,345	81	123	76

Total: 6,637 cattle, 3,786 calves, 22,233 hogs, 4,455 sheep.

## CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Son	.....	.....	.....	101
Ideal Pkg. Co.	16	.....	230	.....
E. Kahn's Sons Co.	1,281	321	4,067	867
Kroger G. & B. Co.	32	.....	.....	.....
J. Lohrey Pkg. Co.	2	177	.....	.....
H. H. Meyer Pkg. Co.	25	4	1,989	.....
A. Sander Pkg. Co.	.....	.....	.....	.....
J. Schlachter's Sons	200	429	.....	36
J. & P. Schroth Pkg. Co.	21	.....	2,072	.....
J. F. Stegner & Co.	308	298	.....	.....
Shippers	157	817	1,752	.....
Others	1,433	652	279	307

Total: 3,474 cattle, 2,521 calves, 10,566 hogs, 1,311 sheep.

Not including 740 cattle, 130 calves, 412 hogs and 9 sheep bought direct.

## RECAPITULATION.

Recapitulation of packers' purchases by markets for week ending April 13, 1935, with comparisons:

## CATTLE.

	Week ended April 13.	Prev. week.	Cor. week.
Chicago	32,116	32,674	38,222
Kansas City	15,801	15,208	19,526
Omaha	11,375	12,874	23,218
East St. Louis	13,582	12,497	11,367
St. Joseph	4,471	5,294	9,442
Sioux City	8,522	10,545	9,963
Oklahoma City	3,865	3,418	3,155
Wichita	3,865	3,418	1,863
Denver	3,713	4,094	2,839
St. Paul	11,123	9,922	11,604
Milwaukee	4,602	4,632	4,057
Indianapolis	6,637	5,520	4,541
Cincinnati	3,474	3,364	3,247

Total: 121,115 cattle, 122,301 calves, 143,044 hogs.

## HOGS.

	Week ended April 13.	Prev. week.	Cor. week.
Chicago	31,976	35,148	63,855
Kansas City	10,820	11,469	22,455
Omaha	23,321	29,998	46,555
East St. Louis	44,092	45,492	58,687
St. Joseph	11,999	13,905	22,539
Sioux City	13,256	16,509	33,212
Oklahoma City	5,055	6,110	6,445
Wichita	3,861	3,780	7,160
Denver	4,701	6,278	8,430
St. Paul	12,449	14,883	28,731
Milwaukee	6,024	6,197	9,983
Indianapolis	22,233	24,736	37,492
Cincinnati	10,566	13,345	20,194

Total: 200,353 hogs, 227,850 calves, 365,738 sheep.

## SHEEP.

	Week ended April 13.	Prev. week.	Cor. week.
Chicago	69,490	79,334	69,417
Kansas City	40,649	43,013	36,715
Omaha	24,776	24,120	28,192
East St. Louis	12,749	18,705	7,949
St. Joseph	33,220	32,638	29,394
Sioux City	14,688	22,861	12,439
Oklahoma City	3,208	3,224	1,512
Wichita	3,772	5,153	3,866
Denver	39,567	32,679	43,723
St. Paul	8,337	5,332	6,186
Milwaukee	1,952	2,081	707
Indianapolis	4,455	4,951	2,238
Cincinnati	1,311	1,078	1,118

Total: 267,174 cattle, 275,189 calves, 243,468 hogs.

# CHICAGO LIVESTOCK

## RECEIPTS.

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

	Cattle.	Calves.	Hogs.	Sheep.
Mon., April 8	10,344	1,881	15,324	17,316
Tues., April 9	7,331	2,852	14,812	16,791
Wed., April 10	8,878	1,630	13,441	13,008
Thurs., April 11	4,670	2,194	9,273	15,119
Fri., April 12	1,885	439	8,190	3,636
Sat., April 13	300	100	5,000	6,900

Total this week: 33,408 cattle, 9,096 calves, 66,049 hogs, 71,870 sheep.

Previous week: 34,369 cattle, 10,333 calves, 70,527 hogs, 70,567 sheep.

Year ago: 39,205 cattle, 11,596 calves, 112,868 hogs, 68,953 sheep.

Two years ago: 33,890 cattle, 11,969 calves, 96,913 hogs, 72,601 sheep.

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., April 8	2,634	486	2,882	9,165
Tues., April 9	2,261	629	1,918	5,552
Wed., April 10	2,130	177	942	1,631
Thurs., April 11	1,231	560	1,028	4,105
Fri., April 12	402	9	974	1,005
Sat., April 13	100	.....	100	1,000

Total this week: 8,848 cattle, 1,861 calves, 7,644 hogs, 22,458 sheep.

Previous week: 8,883 cattle, 1,225 calves, 10,350 hogs, 25,858 sheep.

Year ago: 12,140 cattle, 502 calves, 8,408 hogs, 20,007 sheep.

Two years ago: 9,360 cattle, 112 calves, 7,727 hogs, 19,844 sheep.

Total receipts for month and year to April 13, with comparisons:

	1935.	1934.	1935.	1934.
Cattle	67,777	73,069	551,076	633,821
Calves	19,629	22,082	146,489	154,610
Hogs	136,576	200,958	1,262,496	2,127,751
Sheep	151,437	109,015	1,064,208	982,411

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended April 13	\$11.05	\$9.05	\$4.00	\$8.35
Previous week	10.80	8.95	4.00	8.00
1934	6.30	4.00	4.50	9.15
1933	5.05	3.70	2.25	5.25
1932	6.50	4.00	3.15	7.65
1931	7.60	7.30	3.60	9.00
1930	12.10	10.25	5.35	9.65

Av. 1930-1934: \$7.50 cattle, \$5.85 hogs, \$3.75 sheep, \$8.00 lambs.

## SUPPLIES FOR CHICAGO PACKERS.

SUPPLIES FOR CHICAGO PACKERS.			
	Cattle.	Hogs.	Sheep.
Week ended April 13....	24,560	58,405	49,412
Previous week .....	25,710	60,277	56,024
1934 .....	27,100	103,000	48,500
1933 .....	24,559	89,186	52,450
1932 .....	29,310	102,233	64,171
1931 .....	30,193	103,378	52,044
1930 .....	25,518	87,916	41,561



## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended April 13, 1935:

### CATTLE.

	Week ended April 13.	Prev. week.	Cor. week, 1934.
Chicago	24,193	24,820	26,067
Kansas City	19,982	19,865	24,105
Omaha	12,006	13,739	21,700
East St. Louis	13,295	13,080	16,036
St. Joseph	5,134	6,519	9,840
Sioux City	6,236	8,002	10,399
Wichita	2,898	2,840	2,914
Fort Worth		3,759	3,611
Philadelphia	2,161	2,138	2,154
Indianapolis	2,210	1,720	1,718
New York & Jersey City	9,902	7,800	9,871
Oklahoma City	5,338	4,996	4,247
Cincinnati	3,736	3,493	4,112
Denver	3,752	4,078	2,420
St. Paul	9,625	8,886	10,958
Milwaukee	4,210	3,807	3,502
Total	124,678	130,232	154,554

### HOGS.

Chicago	50,067	50,598	104,793
Kansas City	26,836	29,954	52,219
Omaha	12,602	18,650	30,289
East St. Louis	26,935	28,444	41,717
St. Joseph	10,916	13,674	21,248
Sioux City	7,264	10,777	26,416
Wichita	4,212	4,369	9,141
Fort Worth		7,532	10,436
Philadelphia	14,134	12,274	17,234
Indianapolis	8,098	7,821	14,517
New York & Jersey City	35,463	35,486	44,954
Oklahoma City	5,425	6,708	6,673
Cincinnati	9,648	10,104	15,848
Denver	4,729	6,370	8,566
St. Paul	11,205	13,280	29,464
Milwaukee	5,949	6,152	9,248
Total	243,543	271,193	433,763

### SHEEP.

Chicago	57,009	70,390	55,374
Kansas City	48,649	43,013	36,715
Omaha	28,081	27,656	29,770
East St. Louis	11,945	12,844	7,551
St. Joseph	23,806	25,299	24,064
Sioux City	12,272	18,969	13,252
Wichita	3,772	5,153	3,866
Fort Worth		6,085	3,935
Philadelphia	5,584	5,213	5,789
Indianapolis	2,936	2,638	1,977
New York & Jersey City	60,102	58,694	60,549
Oklahoma City	3,208	3,224	1,512
Cincinnati	1,320	1,907	1,341
Denver	7,061	7,535	2,938
St. Paul	8,212	5,332	6,198
Milwaukee	1,951	2,081	696
Total	276,908	295,703	255,527

## MAR. FEDERAL SLAUGHTERS

Federal inspected slaughter of all classes of livestock during Mar., 1935, as reported by Bureau:

	Cattle.	Calves.	Swine.	Sheep & lambs.
Baltimore	10,497	(1)	33,654	(1)
Buffalo	6,547	4,066	29,468	4,538
Chicago	114,834	39,035	279,897	281,272
Cincinnati	12,200	8,294	39,516	3,127
Cleveland	5,876	(1)	22,940	(1)
Denver	8,336	3,405	19,793	(1)
Detroit	7,254	6,136	36,774	8,977
Fort Worth	18,211	17,755	43,055	19,816
Kansas City	43,834	27,989	103,839	106,391
Milwaukee	19,799	55,472	51,072	(1)
Nat'l Stock Yards	36,860	30,034	161,019	47,614
New York	25,450	52,493	(1)	199,118
Omaha	62,105	8,151	70,927	113,671
Philadelphia	6,888	9,029	49,086	11,846
Sioux City	28,468	4,213	44,403	87,709
So. St. Paul	49,871	48,536	73,990	40,238
All other stations	243,926	158,203	1,009,793	449,366
Total	600,796	472,802	2,158,326	1,374,103
Mar., 1935	658,087	380,521	2,408,826	1,136,873
Feb., 1935	771,244	534,179	3,039,024	1,242,450
Mar., 1934	654,338	431,325	3,444,003	1,353,021
Jan.-Mar., 1935	2,326,801	1,373,846	7,614,185	3,855,612
Jan.-Mar., 1934	2,335,238	1,442,509	11,863,383	3,808,213
5-yr. avg.	1,947,438	1,173,488	12,509,394	4,018,266
New York Area	34,531	69,154	142,837	238,077
Horses slaughtered in March, 1935				1,169.
Horses slaughtered in March, 1934				1,084.
(1) Included in "all other stations."				

## MEAT PACKAGE DESIGN

(Continued from page 15.)

ner in which the problems confronting every packer faced with redesigning his wrappers and packages were solved.

Arthur S. Allen, colorist and designer, who created the new Kingan wrappers and packages, recently discussed some of the preliminary work done before colors and design were selected.

Kingan & Co. wrappers and packages had previously been selected individually. No coherent plan has been followed, nor had any attempts been made to capitalize on the good will created for one product to increase sales of another—to provide a tie-up of all products in a concrete and definite way. Many colors were in use and printing costs were high.

One of the initial steps in redesigning was to reduce the number of colors to two—red and blue. A simplified trademark also was developed. Block system of design was selected because it was flexible enough to be carried through varying sizes and shapes of wrappers and packages without losing identity.

Selection of a standard paper color was difficult. Tinted paper capable of production in unvarying shade had to be found. It had to have permanence and ability to meet chemical requirements for can and grease-proof wrapping. This effort was successful, and similar stock was also developed for cartons and displays. The same shade was carried into backgrounds lithographed on tin containers.

New inks, papers and package stocks were tested for permanency in exposure frames at Allen's studio in New York. Packages had to be able to stand up in stores, store windows and the packing-house. Meat wrappers were tested for greaseproof qualities, and can labels for ability to stand preliminary acid washes and pastes used to secure them.

Kingan's packages are not only containers for products; sales results have proved them advertisements that sell each item and help to sell others in the line.

Sales reaction to the new line of packages has been so favorable that almost everything Kingan owns has been brought into the family. This includes display signs, water tower advertisements, bridge signs, automobiles, freight cars and letter heads.

## WORLD FOODSTUFFS REVIEW

"Foodstuffs Round the World," a pamphlet containing news items and statistics on world trade in meats, livestock, fats and oils, is again being published by the Bureau of Foreign and Domestic Commerce of the Department of Commerce. It is prepared fortnightly by the foodstuffs division of the bureau, and is available on application.

## CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Apr. 19, 1935, with comparisons, are reported as follows:

### PACKER HIDES.

	Week ended Apr. 19.	Prev. week.	Cor. week, 1934.
Spr. nat. strs.	.....12 @ 12½n 11½ @ 12n	11 @ 11½	
Hvy. nat. strs.	.....11½ @ 12 @ 11½b	@ 11	@ 11
Hvy. Tex. strs.	.....11½ @ 12 @ 11n	@ 11	@ 11
Hvy. butt brnd'd strs.	.....11½ @ 12 @ 11	@ 11	@ 11
Hvy. Col. strs.	.....11 @ 11½ @ 10½b	@ 10½	@ 10½
Ex-light Tex. strs.	.....@ 9 @ 8½n @ 10½	@ 8½b @ 10½	@ 10½
Brnd'd cows.	.....@ 9b @ 8½b @ 10½	@ 9 @ 8½b @ 10½	@ 10½
Hvy. nat. cows.	.....@ 9½b @ 9 @ 8½	@ 9 @ 8½	@ 8½
Lt. nat. cows.	.....9½ @ 9½ @ 8½	@ 9 @ 8½	@ 8½
Nat. bulls.	.....@ 8½ @ 7½n @ 7n	@ 8 @ 7n @ 7n	@ 7n
Brnd'd bulls.	.....@ 7½n @ 7n @ 7n	@ 7n @ 7n @ 7n	@ 7n
Calfskins	.....13 @ 15½ 12 @ 15½ 14 @ 17½	@ 15½ @ 15½ @ 17½	@ 17½
Kips, nat.	.....@ 11 @ 10½ @ 12½	@ 11 @ 10½ @ 12½	@ 12½
Kips, brnd'd.	.....@ 10½ @ 9½ @ 11½	@ 10½ @ 9½ @ 11½	@ 11½
Kips, ov-wt.	.....@ 8½n 7½ @ 8 75 @ 85	@ 8½n @ 8 @ 85	@ 85
Stunks, reg.	.....@ 75 @ 75 @ 75 @ 75	@ 75 @ 75 @ 75 @ 75	@ 75
Stunks, hris.	.....40 @ 50 40 @ 50 40 @ 50	@ 50 @ 50 @ 50 @ 50	@ 50

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

### CITY AND CHICAGO SMALL PACKERS.

Nat. all-wts.	.....@ 8n 8½ @ 8½ 10½ @ 10½	@ 8n @ 8½ @ 10½ @ 10½	@ 10½ @ 10½
Branded	.....@ 8½n 8½ @ 8n 7 @ 7½n 7½ @ 8	@ 8n @ 8½ @ 7 @ 7½n @ 7½ @ 8	@ 8n @ 8½ @ 7 @ 7½n @ 7½ @ 8
Nat. bulls.	.....7½ @ 8n 7 @ 7½n 7½ @ 8	@ 7½ @ 8n @ 7 @ 7½n @ 7½ @ 8	@ 7½ @ 8n @ 7 @ 7½n @ 7½ @ 8
Brnd'd bulls.	.....6½ @ 7n 6 @ 6½n 6½ @ 7	@ 6½ @ 7n @ 6 @ 6½n @ 6½ @ 7	@ 6½ @ 7n @ 6 @ 6½n @ 6½ @ 7
Calfskins	.....10½ @ 13½ 10 @ 12 12½ @ 14	@ 10½ @ 13½ @ 10 @ 12 @ 12½ @ 14	@ 10½ @ 13½ @ 10 @ 12 @ 12½ @ 14
Kips	.....@ 10n @ 9½ @ 12½	@ 10n @ 9½ @ 12½	@ 10n @ 9½ @ 12½
Kips, brnd'd.	.....@ 8½n 40 @ 50n 40 @ 50n	@ 8½n @ 40 @ 50n @ 40 @ 50n	@ 8½n @ 40 @ 50n @ 40 @ 50n
Stunks, hris.	.....20 @ 30n 20 @ 30n 30 @ 40n	@ 30n @ 30n @ 30 @ 40n @ 30n @ 40n	@ 30n @ 30n @ 30 @ 40n @ 30n @ 40n

### COUNTRY HIDES.

Hvy. steers	.....@ 6n 5½ @ 5½ 7½ @ 7½	@ 6n @ 5½ @ 5½ @ 7½ @ 7½	@ 6n @ 5½ @ 5½ @ 7½ @ 7½
Hvy. cows	.....@ 6n 5½ @ 5½ 7½ @ 7½	@ 6n @ 5½ @ 5½ @ 7½ @ 7½	@ 6n @ 5½ @ 5½ @ 7½ @ 7½
Butts	.....@ 6n 5½ @ 5½ 7½ @ 7½	@ 6n @ 5½ @ 5½ @ 7½ @ 7½	@ 6n @ 5½ @ 5½ @ 7½ @ 7½
Extremes	.....7½ @ 8 7 @ 7½ 10 @ 10½	@ 7½ @ 8 @ 7 @ 7½ @ 10 @ 10½	@ 7½ @ 8 @ 7 @ 7½ @ 10 @ 10½
Bulls	.....4 @ 4½ 3½ @ 3½ 4½ @ 5	@ 4 @ 4½ @ 3½ @ 3½ @ 4½ @ 5	@ 4 @ 4½ @ 3½ @ 3½ @ 4½ @ 5
Calfskins	.....7½ @ 8 7 @ 7½ 10 @ 10½	@ 7½ @ 8 @ 7 @ 7½ @ 10 @ 10½	@ 7½ @ 8 @ 7 @ 7½ @ 10 @ 10½
Kips	.....7 @ 7½ 6 @ 6½ 10 @ 10½	@ 7 @ 7½ @ 6 @ 6½ @ 10 @ 10½	@ 7 @ 7½ @ 6 @ 6½ @ 10 @ 10½
Light calf	.....30 @ 50n 30 @ 50n 50 @ 50n	@ 30 @ 50n @ 30 @ 50n @ 50 @ 50n	@ 30 @ 50n @ 30 @ 50n @ 50 @ 50n
Deacons	.....30 @ 50n 30 @ 50n 50 @ 50n	@ 30 @ 50n @ 30 @ 50n @ 50 @ 50n	@ 30 @ 50n @ 30 @ 50n @ 50 @ 50n
Stunks, reg.	.....25 @ 40n 20 @ 35n @ 20n	@ 25 @ 40n @ 20 @ 35n @ 20n	@ 25 @ 40n @ 20 @ 35n @ 20n
Stunks, hris.	.....10 @ 15n 5 @ 10n @ 3.00 @ 3.50	@ 10 @ 15n @ 5 @ 10n @ 3.00 @ 3.50	@ 10 @ 15n @ 5 @ 10n @ 3.00 @ 3.50
Horsehides	.....2.60 @ 3.25 2.65 @ 3.15 3.00 @ 3.30	@ 2.60 @ 3.25 @ 2.65 @ 3.15 @ 3.00 @ 3.30	@ 2.60 @ 3.25 @ 2.65 @ 3.15 @ 3.00 @ 3.30

### SHEEPSKINS.

Pkr. lambs	.....1.60 @ 1.80 1.60 @ 1.80 1.80 @ 2.00	@ 1.60 @ 1.80 @ 1.60 @ 1.80 @ 1.80 @ 2.00	@ 1.60 @ 1.80 @ 1.60 @ 1.80 @ 1.80 @ 2.00
Sm. pkr. lambs	.....1.15 @ 1.35 1.10 @ 1.25 1.40 @ 1.50	@ 1.15 @ 1.35 @ 1.10 @ 1.25 @ 1.40 @ 1.50	@ 1.15 @ 1.35 @ 1.10 @ 1.25 @ 1.40 @ 1.50
Pkr. shearings	.....35 @ 70 60 @ 65 @ 80	@ 35 @ 70 @ 60 @ 65 @ 80	@ 35 @ 70 @ 60 @ 65 @ 80
Dry pelts	.....10½ @ 11½ 10½ @ 11½ 14 @ 15½	@ 10½ @ 11½ @ 10½ @ 11½ @ 14 @ 15½	@ 10½ @ 11½ @ 10½ @ 11½ @ 14 @ 15½

## N. Y. FUTURE HIDE PRICES.

Saturday, April 13, 1935—Close: June 10.07 sale; Sept. 10.38 @ 10.39 sales; Dec. 10.72 sale; Mar. 11.00 b; sales 6½ lots. Closing 12 @ 15 higher.

Monday, April 15, 1935—Close: June 10.00 sale; Sept. 10.30 @ 10.35; Dec. 10.65 sale; Mar. 10.93 n; sales 118 lots. Closing 7 @ 8 lower.

Tuesday, April 16, 1935—Close: June 10.10 sale; Sept. 10.46 sale; Dec. 10.77 @ 10.80; Mar. 11.05 n; sales 133 lots. Closing 10 @ 16 higher.

Wednesday, April 17, 1935—Close: June 10.14 n; Sept. 10.49 sale; Dec. 10.79 sale; Mar. 11.07 n; sales 107 lots. Closing 2 @ 4 higher.

Thursday, April 18, 1935—Close: June 10.25 @ 10.28; Sept. 10.59 @ 10.60 sales; Dec. 10.92 sale; Mar. 11.20 n; sales 127 lots. Closing 10 @ 13 higher.

Exchange closed Good Friday, April 19th, and Sat., April 20th.

## SPACING HOGS IN COOLER

How about spacing hogs in the cooler? Have your men read chapter 4 of "PORK PACKING," The National Provisioner's latest book?

# TATIONS

Chicago for  
1935, with  
as follows:

Cor. week  
1934.

11 @11½

@11

@11

@10½

@10½

@10½

@10½

@11

@8

@7

14 @17½

@13½

12 @13

@11½

85 @11.00

40 @9.50

Colorado steers

L PACKERS.

10½@11

10 @10½

7½ @ 8

6½ @ 7

12½ @14

@12½

75 @85

30 @40n

S.

7½ @ 7½

7½ @ 7½

8½ @ 9

10 @10½

4½ @ 5

10 @10½

6½ @ 10

50 @60n

50 @60n

50 @20n

50 @10n

1.15 3.00@9.50

1.80 1.80@2.00

1.25 1.40@1.50

11½ 14 @15½

E PRICES.

5—Close: June

@10.39 sales;

.00 b; sales 63

ner.

5—Close: June

@10.35; Dec.

sales 118 lots.

5—Close: June

sale; Dec. 10.77

sales 133 lots.

7, 1935—Close:

.49 sale; Dec.

sales 107 lots.

1935—Close:

10.59@10.60

Mar. 11.20 n;

10@13 higher.

d Friday, April

th.

N COOLER

ogs in the cool-

ad chapter 4 of

National Pro-

al Provisioner



## Hides and Skins Weekly Market Review

### Chicago

**PACKER HIDES**—The packer hide market continues strong. Total of 72,000 hides moved in Chicago market early this week at ½c advance for Mar. hides of all descriptions, except light native cows, which sold at last week's figure for a good round lot dating Nov. to Jan. Following this business, New York packers sold 15,000 April steers at further half-cent advance, or basis 12c for native steers; this figure is available at Chicago for April steers, and is asked for prior to April.

There was also a liberal movement of calfskins, about 88,000 selling at close of last week and early this week, and upwards of 30,000 kipskins also moved, both on an advancing market.

Heavy native cows and branded cows were the first to advance, early on second day of week, with other descriptions moving at new prices late on same day. Packers appeared to have moved all hides they desired at these prices and business later dried up. Some prior to April hides could be bought at the advanced prices paid at New York, but packers are not inclined to sell April take-off yet.

Couple packers sold 7,200 steers, mostly Mar., at 11½c and ask 12c for more, with 12c possible for Aprils. One lot of 1,200 extreme light native steers brought 9½c. One packer moved 8,000 Mar. and earlier butt branded steers at 11½c. Colorados quotable at least 11c, which was available but stocks light. Texas steers quotable nominally 11½c for heavies, 10½c for lights, and 9c for extreme lights; these prices declined.

Three packers sold total of 5,550 heavy native cows at 9½c. One packer finally obtained last week's asking price of 9c for 40,000 Nov. to Jan. light native cows, not offering later take-off; another packer sold 2,000 Mar. light cows early at 9c, steady; 9½c is now bid and 9½c asked. Total of 4,000 Mar.-Apr. branded cows sold at 9c and bid for more.

Re-sale hides reported moving quietly in a good way, upwards of 75,000 thought to have sold, with last prices 9½c for light native cows and 8½c for branded cows.

**SMALL PACKER HIDES**—Chicago small packer all-weights of current take-off quoted nominally around 9c, selected, for natives, branded ½c less. Outside small packer lots variously quoted 7½@8½c, selected, for good natives.

**FOREIGN WET SALTED HIDES**—One lot of Sansinena steers sold early equal to 11½c, c.i.f. New York, steady

with a sale late last week. Later, equal of 15,000 Argentine steers moved at 70 pesos, equal to 11½c, c.i.f. New York. One lot of 2,000 Sansinena light steers brought 10½c, up to ½c. South American hides entering autumn seasonal quality but market apparently firm and unsold stocks small.

**COUNTRY HIDES**—The more liberal movement of packer light cows has firmed up country market and buyers more willing to pay advances. All-weights quoted usually 6@6½c, selected, delivered, for trimmed hides but some talk 6½c, and 6c reported paid for untrimmed. Heavy steers and cows quoted around 6c, selected. Buff weights sold at 6½c, selected, trimmed, and extremes moved at 7½c, trimmed, with 8c asked. Bulls and glues around 4@4½c. All-weight branded 5@5½c, flat, less Chicago freight.

**CALFSKINS**—Packer calfskins very active at close of last week, 57,000 moving at that time and 31,000 early this week, on an advancing market for late River point take-off and lights. One packer sold 3,900 Dec. River point heavies, 9½/15-lb. at 13c, and 3,300 Mar. River point heavies at 13½c, together with 2,100 St. Paul Mar. heavies at 15½c, and later sold 7,600 Feb.-Mar. lights under 9½-lb. at 12½c. Another packer sold 21,000 Feb.-Mar. calf, preferred northern point heavies 15½c, River point heavies 14c, and lights 12½c. Third packer sold 15,000 Feb.-Mar. lights at 12½c, and 4,000 Jan.-Feb. River point heavies 13½c. Early this week fourth packer sold 15,000 Jan.-Feb.-Mar. River point heavies at 14c, and 10,000 lights same take-off 13c; and later sold 6,000 Feb.-Mar. Milwaukee all-weights at 13½c. Bulk of Mar. calf cleaned up; some lights offered 13½c.

Trading awaited to establish market on Chicago city calfskins; 10½c bid for 8/10-lb., and bids of 12½c declined for 10/15-lb. with up to 13½c asked. Outside cities, 8/15-lb., quoted around 11@11½c; mixed cities and countries, 9@9½c; straight countries 7½@8c. Chicago city light calf and deacons last sold at 85c, which is bid.

**KIPSKINS**—Packer kipskins active and ½c higher. One packer sold 4,500 Feb.-Mar. southern native kips at 10c, 3,500 Jan.-Feb.-Mar. northern over-weights at 10c, and 1,500 Jan. southern over-weights 9c. Another packer sold 4,800 Mar. kips, northern natives at 11c and over-weights 10c. Third packer sold 2,400 northern over-weights, 10c and 7,700 southern over-weights, 9c. Fourth packer moved 1,600 Mar. northern over-weights, 10c.

Chicago city kipskins quoted around 10c, nom. Outside cities about 9½@

10c; mixed cities and countries, 8@8½c; straight countries, 7@7½c.

**HORSEHIDES**—Market a bit firmer but trade slow. Good city renderers, with full manes and tails, quoted \$3.10 @3.25; mixed cities and countries \$2.60 @2.85.

**SHEEPSKINS**—Dry pelts quoted around 10½@11½c, nom., Chicago, for full wools. Shearling production running about 30 per cent No. 2's and 60 per cent No. 3's; offerings made by packers at 70c for No. 1's, 60c for No. 2's, and 40c for clips, but buyers holding back for production peak before submitting bids, with their ideas around 55c, 40c and 25c. Last sales of No. 2's alone, 55c. Small packer shearlings usually quotable half-price but clips not wanted and some sold down to 12½c. Pickled skins sold in one direction at \$3.25, with Aprils well sold up; sales down to \$3.12½ mentioned in other directions. Big packer woolled pelts reported sold at \$1.87½@1.90 per cwt. live lamb and up to \$2.00 asked, or about \$1.60@1.80 each.

### New York

**PACKER HIDES**—The New York market is leading the advance in other markets, call being for heavy hides and production running well to heavier take-off here. Following the ½c advance in Chicago market, New York packers sold 15,000 April hides at another ½c advance, native steers at 12c, butt brands 12c, and Colorados 11½c. Market firm and well sold up.

**CALFSKINS**—Higher prices were paid for calfskins early in week. Collectors sold three cars 5-7's at \$1.00, three cars 7-9's at \$1.35 and \$1.40, and two cars 9-12's at \$2.25. Packers sold total of three or four cars, the 7-9's at \$1.60, 9-12's at \$2.40, and 12/17 veal kips, \$2.60. Market well sold up and firm.

### CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for week ended Apr. 13, 1935, were 5,089,000 lbs.; previous week, 3,868,000 lbs.; same week last year, 5,668,000 lbs.; from Jan. 1 to Apr. 13 this year, 82,033,000 lbs.; same period year ago, 75,238,000 lbs.

Shipments of hides from Chicago for week ended Apr. 13, 1935, were 3,733,000 lbs.; previous week, 5,534,000 lbs.; same week last year, 7,594,000 lbs.; from Jan. 1 to Apr. 13 this year, 108,909,000 lbs.; same period year ago, 79,857,000 lbs.

### WEEKLY HIDE IMPORTS

Imports of cattle hides at leading U. S. ports, for week ended Apr. 13:

Week Ending	New York	Boston	Phila.
Apr. 13, 1935.....	13,208	.....	.....
Apr. 6, 1935.....	43,338	13,365	.....
Mar. 30, 1935.....	9,843	680	.....
Mar. 23, 1935.....	21,768	5	2,015
Total 1935.....	327,603	23,471	4,614
Apr. 14, 1934.....	10,511	4,142	.....
Apr. 7, 1934.....	18,751	.....	.....
	254,896	18,137	12,212

Week ending April 20, 1935



## "C-B" Cold Storage Door

*"The Better Door that Costs no More"*

There is a "C-B" Cold Storage Door for every cold storage need.

"C-B" Cold Storage Doors of any type can be completely metal clad. Entire door and frame are each completely enclosed with 26-gauge galvanized iron.

Unexcelled for use where moisture and steam are present, as in packing plants, etc.

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**The Cincinnati Butchers' Supply Corporation**

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3907-11 S. Halsted St., Chicago, Ill.

**Jamison-  
BUILT Doors**  
FOR COLD STORAGE



**Stevenson  
Vestibule  
Door**

with  
**Track Port**

saves most money at busiest doorways. The metal-clad auto-close doors close the opening quickly, saving labor and refrigeration costs. Made with, or without, track port.

**JAMISON  
COLD STORAGE DOOR CO.**  
Jamison, Stevenson, & Victor Doors  
HAGERSTOWN, MD. U. S. A.  
Branches in all principal cities

Send for  
**Bulletin**

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*An Important Development  
in Meat Packing Methods*

**THE "PLUS" LINE**

OF IMPROVED

**BUTT TUBING**

A NEW DEVELOPMENT OF WYNANTSKILL  
WHICH WILL  
SHAPE SMOKED PORK BUTTS PERFECTLY

A result of extensive research in Eastern packing plants . . . far superior to any butt tubing we have manufactured in the past . . . and offered at no advance over our prices on old style butt tubings.

*Write for Samples*

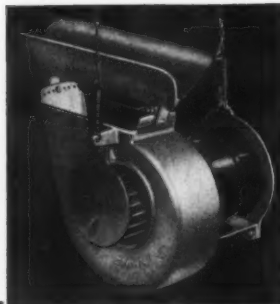
**WYNANTSKILL MFG.CO.** TROY N.Y.

Fred K. Higbie  
417 S. Dearborn St.  
Chicago, Ill.  
E. J. Donahue  
47 Rossmore Road  
Jamaica Plain, Mass.

Represented by  
R. P. McDermott  
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C. M. Ardizzone  
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An **ACTION-AIR** in your cooler Gives You  
**PROFIT PROTECTION**



**DISTRIBUTORS:**  
Add this profitable, easy-to-sell specialty to your line. Write for franchise details.

Don't let shrinkage and spoilage rob you of your profits on meats and other perishable foods. Install an Action-Air in your cooler—and keep these foods in top condition.

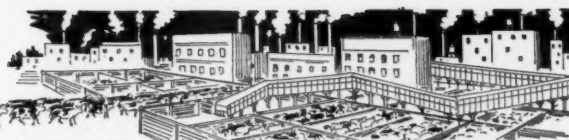
Action-Air is a *proved success*. Already, Action-Airs are saving money in hundreds of coolers throughout the country. Action-Air balances the temperature throughout the cooler—minimizes shrinkage, spoilage and trimming—eliminates removal of ice by hand—banishes excessive moisture, mold and musty odors.

Easy to install and economical to operate, it greatly increases the efficiency of your *present refrigeration equipment*. Send your name and address with this ad for complete money-making, money-saving details.

**The BROWN Corp.** 130 Chester St., Syracuse, N. Y.



Up and down the



# MEAT TRAIL

## MEAT PACKING 25 YEARS AGO

(From The National Provisioner, April 23, 1910.)

Misleading statements concerning high meat prices in an article in "Collier's" were replied to by two leading independent packers. Newspapers refused to print these statements, and the packers had to buy space to get the facts before the consuming public.

A municipal abattoir was put in operation at Paris, Tex. A similar method was suggested as solution of the meat inspection problem at Louisville, Ky. Plans for a cooperative abattoir and market at Indianapolis, Ind., were announced. The state of Massachusetts was planning state meat inspection for establishments not under federal inspection.

Livestock producers were receiving an average of \$7.50 for cattle, compared to \$4.70 in 1904. Hogs brought \$10.15, against \$5.13 in 1904. Lambs averaged \$9.15 against \$5.90.

Packer native steer hides sold at 15¼c; Chicago city calfskins, 18c.

"If you keep your total expenses of handling hogs and product in every department under \$2 per head, you are doing well," said a Packingtown expert.

Cause of the drop in hogs was that the packers refused to pay any more for them than they could cut out, according to a market authority.

"Beef is high because there isn't much beef," said Fred Cowden, cattleman of Midland, Tex., on a visit to New York. "We don't lay the blame on the packers down our way. Steaks cost 20c lb. in Midland, and we are getting \$8 a head more for our steers than a year ago."

## CHICAGO NEWS OF TODAY

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 21,251 cattle, 7,718 calves, 19,452 hogs and 40,694 sheep.

Provision shipments from Chicago for the week ended April 13, 1935, with comparisons, were reported as follows:

	Week Apr. 13	Previous Week	Same Week '34
Cured Meats, lbs.	19,544,000	17,063,000	12,047,000
Fresh Meats, lbs.	37,959,000	33,858,000	38,066,000
Lard, lbs.	3,297,000	3,431,000	4,470,000

Gerald B. Thorne, recently appointed head of the AAA livestock and grains division, visited in Chicago on Wednesday.

George Blair, director of traffic, Wil-

son & Co., Chicago, is a director of the newly-formed Traffic Association of America.

Calvert C. Pratt, president, Steers, Limited, exporters and importers of St. John's, Newfoundland, was a visitor in Chicago this week.

T. H. Glynn, president, Welsh Packing Co., Springfield, Mo., was a Chicago visitor during the week.

C. R. Lazerus, of Clarence Robert Lazerus, Inc., packinghouse products brokers, has returned from a 5,000-mile trip through the South.

W. F. Gohlke, general manager, Walker-Austex Chili Co., Austin, Tex., visited Chicago early in the week.

Robert Burrows, of J. C. Wood & Co., has returned from his annual vacation visit to California.

Vice-president A. W. Cushman, of Hygrade Food Products Corp., has returned from a vacation trip to Mexico.

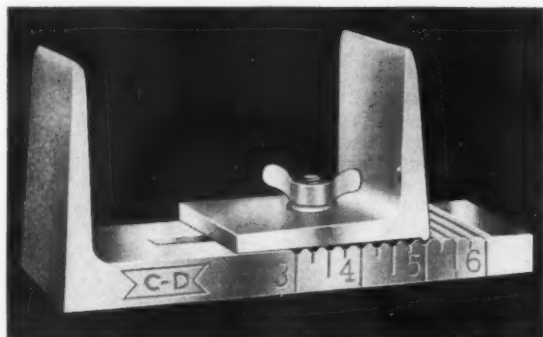
President Edward F. Wilson, Wilson & Co., reached Chicago this week on his return from a brief vacation tour to Europe.

W. C. Berswordt has been appointed city sales manager for Arnold Bros., Chicago. Mr. Berswordt has made a



GRADUATED FROM A PACKER SCHOOL.

Young men at Chicago plant of Swift & Company who spent 4 years in the training division of the industrial relations department (typical of the company's nationwide activities along this line), and are now ready to "go on up" in the organization. Rear row, left to right: D. Santer, W. Annweiler, J. Conrad, C. Wilson, M. Beesley, O. Pennington, C. Prather, and V. Cox. Front row: C. Roblin, G. Ammel, M. L. Kinshaw, W. E. Streat, J. W. Jones, A. Johnson, and P. Hansen.



## SAUSAGE LINKING EQUALIZER

made out of pure nickel aluminum, highly polished, divides from three to six inch lengths. No breakage of casing—reduces linking time one third—easily adjusted—sanitary.

No sausage kitchen should be without this equalizer. Lasts a life time. For further information address—

**SPECIALTY MFRS. SALES CO.**

2021 Grace St. Chas. W. Dieckmann Chicago, Ill.



**PEACOCK BRAND**  
PACKINGHOUSE SPECIALTIES

**QUALITY**  
IS ALWAYS  
IN STYLE  
WHEN  
YOUR  
SAUSAGE  
AND OTHER  
PROCESSED MEATS  
ARE PREPARED  
WITH  
PEACOCK BRAND  
PRODUCTS

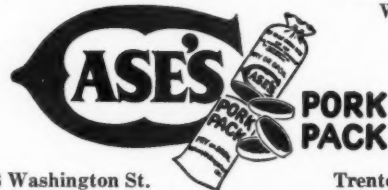
**Wm J. Stange Co.**  
CHICAGO

## A PROFITABLE ITEM

to add  
to your  
sales list

Packers in the East have enjoyed large profits from this item for many years. DISTRIBUTORS WANTED in all states except N. J., N. Y., and Penna.

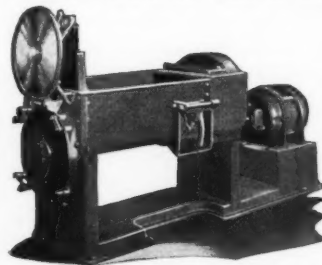
WRITE!



640-48 Washington St.

Trenton, N. J.

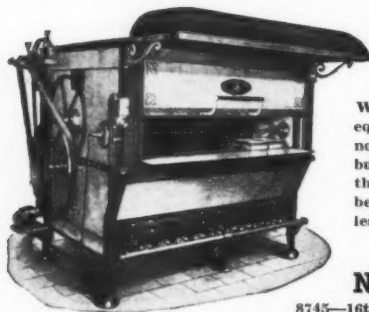
## The New KUTMIXER



For better  
profit in cut-  
ting and mix-  
ing investigate  
this new . .  
KUTMIXER.

**THE HOTTMANN MACHINE COMPANY**  
3325 ALLEN ST. PHILADELPHIA, PA.

## The Oven for Longer and Better Service



Why experiment with cheap equipment? Low costs are not obtained when buying but when using a machine that gives you longer and better service. Used by leading packers.

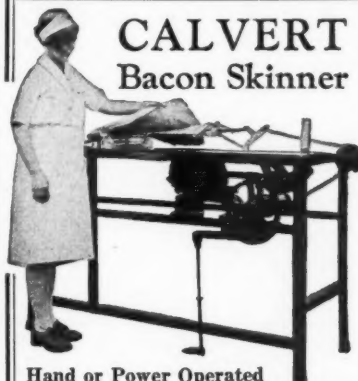
COMPARE

**Nicholas Silvery**

8745—16th Avenue, Brooklyn, N. Y.

Formerly with The Crandall-Petee Co.

## CALVERT Bacon Skinner



Now installed in more than 225 plants, including all prominent packers. Many important advantages, plus ability to pay for itself shortly in labor savings alone.

Write for list of users!

**CALVERT MACHINE CO.**

1606-S Thames St.,  
Baltimore, Md.

Hand or Power Operated

record in the sales department and receives deserved recognition in this promotion.

A. L. Scott has been appointed head of the carcass beef division of the Chicago beef, lamb and veal department of Swift & Co. He formerly headed the Eastern division office of the Chicago beef, lamb and veal department and in Chicago will fill the vacancy due to the death of L. M. Lester.

C. B. Nolte, well-known mechanical engineering authority, has been elected president of the Crane Company, succeeding J. B. Berryman, who becomes president of the board. Since his graduation in 1909 Mr. Nolte has been with the Robert W. Hunt Co., consulting and testing engineers, the largest firm in its field, rising from division manager to president. The company he now heads has been of constructive assistance to the packing industry in many ways, especially in connection with steam and power economies.



#### NEW YORK NEWS NOTES

President Edward Foss Wilson, Wilson & Co., Chicago, visited in New York for a few days following his return on the S.S. Berengaria, April 16, from a brief trip to Europe. Visitors from Armour and Company, Chicago, last week included President R. H. Cabell; P. L. Reed, vice-president and treasurer, and T. M. Galvin, soap works. H. C. Stanton, specialty sales department, Swift & Company, Chicago, was also a visitor.

Emil Kohn, Inc., 407 East 31st st., have enlarged their offices and provided additional space and accommodations in which Sidney Kohn can receive his out-of-town customers and visitors. Commodity Exchange ticker service has also been installed.

Meat, fish and poultry seized and destroyed by the health department of the City of New York during the week ended April 13, 1935, were as follows: Meat—Brooklyn, 365 lbs.; Manhattan, 291 lbs.; Bronx, 14 lbs.; Queens, 28 lbs. Total, 698 lbs. Fish—Brooklyn, 150 lbs.; Bronx, 9 lbs.; Queens, 6 lbs. Total, 165 lbs. Only poultry seized consisted of 3 lbs. in Brooklyn.

In an effort to more adequately serve retail and wholesale butchers Wilson & Co. have opened a cut meats department in the premises long used by the Gotham Hotel Supply Co., 400 East 46th st., with Edward Rothschild as manager. As soon as the space at 401 West 14th st., formerly occupied by Rothschild-Bernstein, Inc., wholesale meat purveyors, which space and firm were recently absorbed by Wilson & Co., has been reconditioned, the Gotham Hotel Supply Co., under Edward Seh, with Barney Fishman as the manager, will begin to serve the trade in its new location.



#### CARFARE GOES FOR EDUCATION.

A packinghouse employee who wants to get ahead. W. E. McLeskey, laborer at the plant of the St. Louis Independent Packing Co., believes in qualifying himself for his job.

An excellent opportunity to display his qualities as host was given last week to Carl S. Gundlich, manager of Wilson & Co.'s Westchester branch, at 647 Brook ave., New York City, when the new and enlarged quarters were opened for inspection. A. E. Nelson, district branch house manager; Don Smith, sales promotion manager, Chicago, and other executives were present. J. C. Weinrich of the staff arranged an attractive meat display. C. B. Fen-ton of the New York mayonnaise department had a special display of sandwich spreads, and W. L. Talbot of the casing department showed an interesting map indicating world sources of casings supplies. The new branch is modern in every respect, with fine coolers and office facilities.



#### FUTURE PACKER LEADERS

W. E. McLeskey, an employee of the St. Louis Independent Packing Co., St. Louis, Mo., is old-fashioned and thrifty enough to use his bicycle to ride to and from his work. He pedals 40 blocks each way every day from home to plant and back again.

He says this saving in street car fare has made it possible for him to take up the home study courses of the Institute of Meat Packing at the University of Chicago. He has completed the course in pork operations. He is now at work on the course on beef operations, and will take up other courses as rapidly as he can spare the time and money.

"Packers should encourage their employees to qualify themselves to handle their work more efficiently by taking advantage of such educational opportunities," says he. "I have been a subscriber to THE NATIONAL PROVISIONER for a long time, and I could not do without it."

## HESS-STEPHENSON CO.

327 S. La Salle St., Chicago

## BROKERS

In daily communication  
with all mid-west packers

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Beef • Fresh Pork Cuts • Sausage Materials •  
Offal for Dog Food Manufacturers

## F. C. ROGERS, INC.

NINTH AND NOBLE STREETS  
PHILADELPHIA

## PROVISION BROKER

HARRY K. LAX, General Manager

Member of New York Produce Exchange  
and Philadelphia Commercial Exchange





# For the Retail Meat Dealer



## How One Dealer Succeeds

### II.—By Selling Personalized Service\*

"THERE'S such a thing as being too impersonal in the service you offer your customers," says Carl Fredberg, a successful retail meat dealer in Chicago.

"Business has become so specialized that people are almost afraid to admit they like to be on good terms with their butcher, their baker or their grocer. But they do, just the same. Half of this blasé attitude is just an attitude, and nothing more. They are always pleased by a personal greeting from the people with whom they do business.

"That is the doctrine I adopted when the chain stores came into my neighborhood. I had four of them for competitors. I had to do some thinking. I talked to the people who patronized the chains and I visited them myself. I noticed they turned out their customers just like a factory, with no idea of personal service.

#### Not Worried by Chains

"I went back to my shop and decided that I had nothing to worry about. To be sure, some of my customers left me, but I felt pretty sure they would be back. And time proved that I was right—they came back!"

Mr. Fredberg's ideas of personal service mean just that. He never loses an opportunity to do little favors for his customers.

One of them one day was having quite a large bridge party. She called up and ordered cheese for sandwiches. He suggested that he slice the cheese for her, and she was surprised to find he could do this and pleased at his thoughtfulness.

Another customer strayed away for some time and traded at the chain store. One morning she came in, fully expecting a criticism of some kind, but aside from the usual friendly greeting, nothing was said. Mr. Fredberg felt that if he tried to sell her an expensive cut of meat he might be building up considerable sales resistance. He happened to have some excellent pot roasts on hand that day, and he suggested one of these. She prepared a delicious meal with it, and gradually he eased her back into her old stride.

\* Building a profitable retail business by studying the customer, and meeting her needs and desires, was discussed by Mr. Fredberg in the April 13 issue of THE NATIONAL PROVISIONER.

Mr. Fredberg has some original ideas about his clerks, and he chooses them with considerable care. "I have to have good-looking ones," he remarked, with a twinkle in his eye. "The ladies like to be served by a good looking young man, and one who can jolly and flatter them a little bit. And the young ladies like to come into the shop, too. You know, people don't always come into the shop just for meat. But if they go out with meat, that is what I am interested in.

#### Care in Choosing Clerks

"Of course, my clerks have to be good butchers. That's where I think the chain stores make a big mistake. *My boys know meat.* They can answer questions on the subject just as well as I can, and they can make intelligent suggestions.

"I know those boys just as well as if they were my own sons. They come to my house the same as to their own home. They have my interests at heart, and they do as I tell them. But I never give them blind orders. I always explain the reason, and they are quick to get my point.

#### Never Knock Competitors

"One thing that is absolutely taboo in our shop is to talk about our competitors. I feel that every such knock

is a boost for the competitor. It is just giving them that much free advertising. Many times when a customer hears a merchant "running down" the product of another merchant, she will go over and buy the product, just to see what it is. That's not so good, for frequently the product might be all right, and you lose the sale—and perhaps the customer.

"So I tell my boys that if customers insist on bringing up the subject of our competitors, to be pleasant about it, never say anything against them and change the subject just as soon as you can."

Mr. Fredberg's policy of friendly service, which has been his successful defense against his four chain store competitors, extends even beyond service in his market.

There are a number of churches in his community, and he takes care of the needs of many poor families as far as meat is concerned. The ladies of the church are naturally very grateful to him for this help. Also, when he hears of a church supper or of some organization in the community that is serving a dinner or giving some sort of entertainment, he sends them a ham or a roast of some kind. He is not mercenary in doing these things, because he is the sort of person who enjoys it. Nevertheless, he gets back many times the money he spends in patronage and good will.

"No," said Mr. Fredberg, "I don't worry much about the chains any more. I guess they have their place to fill. But I have about all I can handle, and if I keep on selling quality meat—and I could never sell anything else—and giving good service, it looks as though I would always have all I could handle."

## RETAIL MEAT PRICES

Average of semi-monthly prices at New York and Chicago for all grades of pork and good grade of other meats, in mostly cash and carry stores.

Compiled by the U. S. Bureau of Agricultural Economics. Prices are based on simple average of quotations received.

NEW YORK. CHICAGO.

	Mar. 31, 1935.	Mar. 31, 1934.	Mar. 31, 1935.	Mar. 31, 1935.	Mar. 31, 1935.	Mar. 31, 1934.	Mar. 31, 1933.
<b>Beef:</b>							
Porterhouse steak	.46	.46	.35	.41	.41	.30	
Sirloin steak	.39	.40	.30	.36	.36	.25	
Round steak	.38	.38	.28	.32	.31	.21	
Rib roast, 1st 6 cuts	.33	.33	.24	.28	.29	.20	
Chuck roast	.24	.25	.18	.23	.23	.15	
Plate beef	.16	.17	.09	.14	.14	.10	
<b>Lamb:</b>							
Legs	.26	.27	.20	.26	.26	.20	
Loin chops	.38	.39	.32	.36	.38	.28	
Rib chops	.31	.34	.24	.30	.32	.24	
Stewing	.11	.13	.08	.14	.15	.10	
<b>Pork:</b>							
Chops, center cuts	.33	.33	.22	.31	.35	.20	
Bacon, strips	.35	.34	.21	.33	.33	.18	
Bacon, sliced	.40	.39	.25	.39	.39	.23	
Hams, whole	.27	.27	.17	.25	.24	.14	
Picnics, smoked	.19	.20	.12	.20	.16	.10	
Lard	.20	.19	.10	.18	.18	.07	
<b>Veal:</b>							
Cutlets	.42	.43	.37	.34	.36	.27	
Loin chops	.35	.35	.30	.28	.30	.23	
Rib chops	.30	.31	.23	.24	.27	.20	
Stewing (breast)	.16	.17	.11	.13	.13	.10	

### MEAT CODE GETS TO WORK

The retail meat code got under full swing last week upon receipt of word from Washington by Chairman George Kramer that final approval had been given to the budget of \$152,520.00, covering the period from January 1 to June 16, 1935.

"The budget we have worked out provides for an assessment of \$1.25 for each store and \$1.25 for each employee, much less than various unauthorized and premature reports have made it," said Mr. Kramer. "We were particularly anxious to have a budget that would work no financial hardships on any member of the industry, and officials in Washington have given us their utmost cooperation to this end.

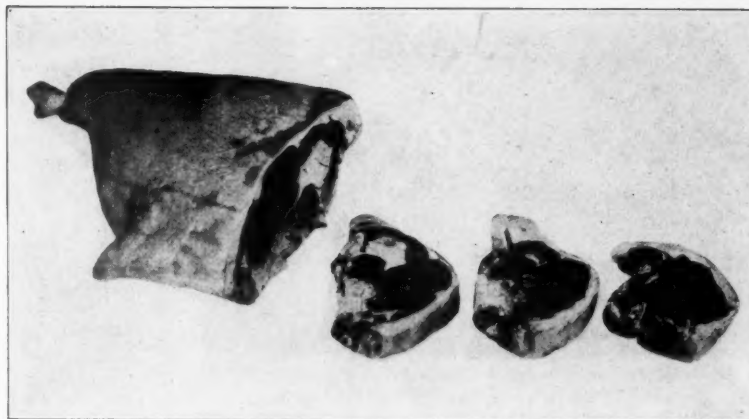
"The budget as finally completed



provides for the setting up at once of 14 regional offices covering the entire country, with 25 local agencies in addition in the larger cities. This will make possible immediate service under the code to the vast majority of meat dealers from coast to coast. The organization of volunteer local agencies at all other points where there are enough dealers to warrant will go forward as rapidly as possible.

"While this budget carries us only to June 16, all advices we could obtain in Washington point very definitely to a continuance of the NRA after that date, probably in a modified form, and we are building our own code organization accordingly, in the belief and hope that our industry may derive the maximum long-pull benefits under the code's operation. While compliance with maximum hour and minimum wage provisions will occupy the initial attention of the local code agencies, their activities will shortly be directed into more constructive lines to develop the retail meat business.

"During this initial period of watchful waiting, while our code and budget were going through the complicated but necessary routine in Washington, we have had fine demonstrations of under-



IF LAMBS ARE HEAVY SELL STEAKS SEPARATELY.

Lamb is an economical "buy" for the housewife. This year lambs are running heavy and dealers may have difficulty in disposing of legs of lamb unless they resort to some such measure as is shown here.

The popular size is from five to six pounds, and by slicing off from one to three or four steaks, the leg can be brought down to meet customer's requirements without waste.

standing loyalty on the part of those men selected for the regional and local agency organizations. They are now ready, and we have every reason to

expect real accomplishment on their part during the coming weeks.

"The present code we regard as only a beginning. We realize it does not contain a number of provisions we would like to have in it, but the way is now cleared for us to seek their inclusion by the National Recovery Administration in Washington. As we go along we will be discovering additional ways to strengthen our code in the interest of the individual meat dealer. That will be the objective of all of us."

## MARCH FRESH MEAT PRICES COMPARED

### Chicago

Wholesale fresh meat prices for March, 1935, with comparisons:

	Mar., 1935.	Feb., 1935.	Mar., 1934.
<b>BEEF.</b>			
Steer—			
300-500 lbs.,			
Choice .....	\$17.52	\$16.91	\$10.75
Good .....	16.12	15.29	9.40
Medium .....	14.35	12.59	7.82
Common .....	12.62	10.42	6.78
500-600 lbs.,			
Choice .....	17.88	17.01	10.50
Good .....	16.46	15.34	8.85
Medium .....	14.58	12.80	7.35
Common .....	12.64	10.42	6.60
600-700 lbs.,			
Choice .....	17.90	17.72	9.85
Good .....	16.46	16.24	8.52
Medium .....	14.72	13.76	7.35
700 lbs. up.			
Choice .....	18.55	18.22	8.85
Good .....	17.19	16.92	7.85
Medium .....	12.48	11.96	6.85
Cow—			
Medium .....	11.45	10.25	6.10
Common .....	10.39	8.80	5.60
<b>VEAL AND CALF CARCASSES.</b>			
Veal—			
Choice .....	14.06	13.40	10.42
Good .....	12.85	12.35	9.14
Medium .....	11.32	11.22	7.51
Common .....	10.25	9.88	6.50
Calf—			
Good .....	.....	.....	.....
Medium .....	.....	.....	.....
Common .....	.....	.....	.....

### LAMB AND MUTTON.

Lamb—			
38 lbs. down,			
Choice .....	16.35	16.68	15.71
Good .....	15.35	15.68	14.92
Medium .....	14.31	14.70	14.05
Common .....	13.36	13.70	.....
39-45 lbs.,			
Choice .....	16.22	16.68	15.59
Good .....	15.22	15.68	14.80
Medium .....	14.25	14.70	13.90
Common .....	13.36	13.70	.....
46-55 lbs.,			
Choice .....	15.50	15.68	14.59
Good .....	14.60	14.92	13.86
Mutton (ewe) 70 lbs. down:			
Good .....	10.50	10.50	7.50
Medium .....	9.50	9.50	6.50
Common .....	8.50	8.50	5.50

### FRESH PORK.

Hams, 10-14 lbs. avg. ....	17.58	16.95	12.56
Loins, 8-10 lbs. avg. ....	20.82	18.32	13.74
10-12 lbs. avg. ....	20.52	18.18	13.00
12-15 lbs. avg. ....	19.15	17.24	12.61
16-22 lbs. avg. ....	17.55	16.02	12.04
Shoulders, N. Y. style, skinned, 8-12 lbs. avg. ....	17.08	15.09	10.40
Picnics, 6-8 lbs. avg. ....	.....	.....	.....
Butts, Boston style, 4-8 lbs. avg. ....	20.34	17.74	12.68
Spareribs, half sheet. ....	15.02	13.68	8.46

### New York

Wholesale fresh meat prices for March, 1935, with comparisons:

	Mar., 1935.	Feb., 1935.	Mar., 1934.
<b>BEEF.</b>			
Steer—			
300-500 lbs.,			
Choice .....	\$18.48	\$18.44	\$11.06
Good .....	17.18	16.88	9.58
Medium .....	15.50	14.44	8.18
Common .....	13.50	12.10	.....
500-600 lbs.,			
Choice .....	18.78	18.61	11.12
Good .....	17.52	17.00	9.62
Medium .....	15.65	14.54	8.21
Common .....	13.45	12.15	.....
600-700 lbs.,			
Choice .....	18.90	18.70	10.88
Good .....	17.74	17.08	9.46
Medium .....	16.04	14.66	8.20
700 lbs. up.			
Choice .....	18.94	18.98	9.90
Good .....	17.86	17.31	9.00
Medium .....	13.20	12.55	7.75
Cow—			
Medium .....	12.20	11.50	7.00
Common .....	10.89	10.28	5.98
<b>VEAL AND CALF CARCASSES.</b>			
Veal—			
Choice .....	15.83	14.70	12.22
Good .....	14.62	13.28	10.56
Medium .....	13.38	11.40	8.76
Common .....	11.90	9.65	7.34
Calf—			
Good .....	.....	.....	9.15
Medium .....	.....	.....	7.68
Common .....	.....	.....	6.52

### LAMB AND MUTTON.

Lamb—			
38 lbs. down,			
Choice .....	16.95	17.60	16.32
Good .....	15.90	16.61	15.58
Medium .....	14.90	15.61	14.80
Common .....	13.82	14.58	.....
39-45 lbs.,			
Choice .....	18.30	17.50	15.85
Good .....	15.30	16.38	15.05
Medium .....	14.25	15.20	14.26
Common .....	13.18	14.10	.....
46-55 lbs.,			
Choice .....	15.40	16.80	15.26
Good .....	14.40	15.80	14.51
Mutton (ewe) 70 lbs. down:			
Good .....	12.22	11.12	9.15
Medium .....	10.96	9.62	8.24
Common .....	9.65	8.50	7.48

### FRESH PORK.

Hams, 10-14 lbs. avg. ....	19.56	18.50	13.08
Loins, 8-10 lbs. avg. ....	21.09	18.71	14.15
10-12 lbs. avg. ....	21.09	18.71	14.12
12-15 lbs. avg. ....	19.82	17.75	13.20
16-22 lbs. avg. ....	18.46	16.50	12.38
Shoulders, N. Y. style, skinned, 8-12 lbs. avg. ....	17.90	15.48	11.30
Picnics, 6-8 lbs. avg. ....	.....	.....	.....
Butts, Boston style, 4-8 lbs. avg. ....	21.10	18.52	13.44
Spareribs, half sheet. ....	15.05	15.19	10.51

## LAMB CAMPAIGN AT PEAK

Supply of lamb window streamers and display sets, which have been distributed by meat packing companies to retail stores in the current campaign to stimulate lamb consumption, is now exhausted. According to the National Live Stock and Meat Board and Institute of American Meat Packers, agencies through which the campaign has been conducted, it is possible that new supplies will be printed if the demand is large enough.

Radio broadcasts on April 23 and 29 from radio stations in large consuming centers will emphasize nutritive value of lamb and the numerous ways in which it can be prepared. These will be the last of ten broadcasts during the campaign.

## MEAT ESSAY CONTEST

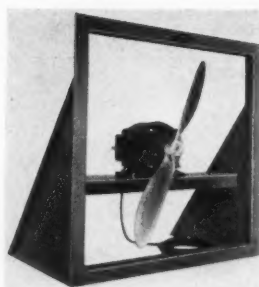
With April 1 marking the close of the National Live Stock and Meat Board's twelfth annual meat essay contest, a veritable avalanche of meat manuscripts were received from youthful writers in every part of the United States. This contest is open to high school students who are enrolled in home economics courses or who have



An unretouched photo of floor section that was later saved with Cleve-O-Cement. (See picture below.)

No need to dig-up and relay a broken cement floor. With Cleve-O-Cement, crumbled, rutted, chuck-holed floors can be repaired to new usefulness. Cleve-O-Cement is different from any material you ever heard about. Applied in the afternoon, it dries hard as flint overnight, ready for heavy traffic. Waterproof and acid resistant. Unaffected by freezing temperatures. Biggest plants in dairy and meat packing industries recommend it. Write for information.

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completed a course in that subject. University scholarships are awarded the outstanding winners and a national champion is chosen each year. The entries this year, 12,269 in number, exceeded by 2,000 the 1934 figure. They represent 682 high schools in 48 states.

Contestants in this year's event had the choice of four subjects: "The Relation of Meat to Health"—"Meat in the Diet of the Child"—"Meat—The Favorite Food of Every Nation," and "Meat—Its Selection and Use." A perusal of the essays indicates that the subjects were about equally popular.

mir Malak at 1800 W. Grant st.; H. Kujellis at 2907 W. Greenfield ave.

### AMONG NEW YORK RETAILERS

The Brooklyn office of the Code Authority for retail meat dealers has been opened at 42 Hanson place. A staff of collectors are collecting assessments for the period to June 16, 1935.

A meeting of South Brooklyn Branch held Tuesday discussed the code. Other matters discussed were a series of educational meetings for the near future, and the idea of contacting women's

clubs to create interest in the value of meat in the daily diet.

President Joseph Maggio of Brooklyn Branch was presented with an ivory gavel appropriately inscribed by Joseph Lehner at the meeting last Thursday. Visitors included Theodore Meyer, Eastern District president, Jack Hanna and Joseph Rossman, South Brooklyn.

An interesting meeting was held last Thursday by the Ladies' Auxiliary at the McAlpin Hotel with Mrs. William Kramer presiding. The next meeting will be a "do as you please social" with Mrs. C. and H. Fischer as hostesses.

### NEWS OF THE RETAILERS

A. Miller has opened a meat market at Spirit Lake, Ia.

A meat market has been opened at Jamestown, N. Dak., by Elmer and George Liebe.

John Hanks has purchased the meat market of A. S. Lunsten in Creston, Ia.

The Kelly Co. will add a meat department to their grocery business in Owatonna, Minn.

Several new markets have opened recently in Milwaukee, Wis., as follows: Jos. Kuchenreuther at 2601 N. Buffum st.; Herman Knickelbein at 4343 N. 13th st.; Joe Frinzi at 626 E. Detroit st.; Ernest Offenderde at 3176 N. 27th st.; Jos. Schotz at 2044 N. 10th st.; Wm. J. Schmidler at 2708 N. 8th st.; Casi-

### LIVESTOCK AND DRESSED MEAT PRICES COMPARED

Prices of steers, lambs and hogs, Chicago, compared with wholesale and retail fresh meat prices, New York, during March, 1935:

	Average prices live animals <sup>1</sup> per 100 lbs. Chicago.			Average wholesale prices of carcasses <sup>2</sup> per 100 lbs. New York.			Composite retail price in cents per lb. <sup>3</sup> New York.		
	Mar., 1935.	Feb., 1935.	Mar., 1934.	Mar., 1935.	Feb., 1935.	Mar., 1934.	Mar., 1935.	Feb., 1935.	Mar., 1934.
Steers—									
Choice .....	\$13.58	\$13.43	\$ 7.11	\$18.00	\$18.70	\$10.88	\$34.34	\$33.45	\$26.37
Good .....	11.62	11.26	6.50	17.74	17.08	9.46	30.15	29.06	21.32
Medium .....	9.76	9.06	5.48	15.65	14.54	8.21	24.13	22.74	18.25
Lambs—									
Choice .....	8.42	8.75	9.24	16.95	17.60	16.32	27.37	27.51	24.87
Good .....	7.93	8.32	8.82	15.90	16.61	15.58	24.04	24.11	21.28
Medium .....	7.54	7.88	8.38	14.90	15.61	14.80	21.49	21.34	18.46
Hogs—									
Good .....	9.21	8.61	4.50	20.47	19.51	13.20	25.42	24.22	17.18

<sup>1</sup>Average of daily quotations on Choice steers 1,100-1,300-lb., Good and Medium steers 900-1,100-lb.; lambs 90-lb. down; hogs 200-220-lb., excluding processing tax.

<sup>2</sup>Average of daily quotations on beef carcasses 600-700-lb.; lamb carcasses 38-lb. down; hog products consisting of smoked hams, bacon, picnic, and fresh loins and lard combined in proportion to their respective yields from live weight.

<sup>3</sup>Composite average of semi-monthly retail quotations on various cuts (including lard) combined in proportion to their respective yields from live weights.



# CALVEG

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DETROIT:  
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PHILADELPHIA:  
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PITTSBURGH:  
Con Yeager Co.  
ST. LOUIS:  
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**Pork and Beef Packers**

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from lower lobby to all other  
districts

2000 quiet, restful, outside rooms  
—all with bath—from \$3

## RIGHT AT GRAND CENTRAL

NEW YORK CITY

FRANK J. CROHAN, *President*

Week ending April 20, 1935

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# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS

Carcass Beef.			
	Week ended April 17, 1935.	Cor. week.	
Prime native steers—			
400-600	21 @ 21 1/4	12 @ 13	
600-800	21 @ 21 1/4	11 @ 12	
800-1000	21 @ 21 1/4	10 @ 11	
Good native steers—			
400-600	19 @ 20 1/2	10 1/4 @ 11	
600-800	19 @ 20 1/2	9 3/4 @ 10 3/4	
800-1000	20 @ 20 3/4	9 @ 9 3/4	
Medium steers—			
400-600	16 @ 17 1/2	9 @ 9 1/2	
600-800	17 1/2 @ 18 1/2	9 @ 9 1/2	
800-1000	18 @ 19	8 3/4 @ 9	
Heifers, good, 400-600	17 1/2 @ 18 1/2	9 3/4 @ 10 3/4	
Cows, 400-600	11 1/4 @ 14 1/2	5 3/4 @ 6 3/4	
Hind quarters, choice	@ 23 1/2	@ 13 1/2	
Fore quarters, choice	@ 17 1/2	@ 11	

### Beef Cuts.

Steer loins, prime	unquoted	@ 24
Steer loins, No. 1	@ 41	@ 22
Steer loins, No. 2	@ 38	@ 21
Steer short loins, prime	unquoted	@ 32
Steer short loins, No. 1	@ 56	@ 29
Steer short loins, No. 2	@ 50	@ 27
Steer loin ends (hips)	@ 27	@ 15
Steer loin ends, No. 2	@ 26	@ 15
Cow loins	@ 24	@ 12
Cow short loins	@ 29	@ 14
Cow loin ends (hips)	@ 20	@ 11
Steer ribs, prime	unquoted	@ 16
Steer ribs, No. 1	@ 28	@ 16
Steer ribs, No. 2	@ 27	@ 15
Cow ribs, No. 2	@ 19	@ 9
Cow ribs, No. 3	@ 13	@ 8
Steer rounds, prime	unquoted	@ 12 1/2
Steer rounds, No. 1	@ 18 1/2	@ 11
Steer rounds, No. 2	@ 18	@ 10 1/2
Steer chucks, prime	unquoted	@ 9 1/2
Steer chucks, No. 1	@ 16 1/2	@ 8
Cow rounds	@ 15	@ 7 1/2
Cow chucks	@ 12 1/2	@ 7
Steer plates	@ 14	@ 5 1/2
Medium plates	@ 13 1/2	@ 5 1/2
Briskets, No. 1	@ 19	@ 8 1/2
Steer navel ends	@ 12	@ 4
Cow navel ends	@ 10 1/2	@ 4
Fore shanks	@ 10	@ 5
Hind shanks	@ 7	@ 4
Strip loins, No. 1, bbls.	@ 65	@ 42
Strip loins, No. 2	@ 55	@ 39
Sirloin butts, No. 1	@ 33	@ 20
Sirloin butts, No. 2	@ 26	@ 16
Beef tenderloins, No. 1	@ 75	@ 50
Beef tenderloins, No. 2	@ 55	@ 35
Rump butts	@ 14	@ 12
Flank steaks	@ 22 1/2	@ 12 1/2
Shoulder clods	@ 13 1/2	@ 8 1/2
Hanging tenderloins	@ 12	@ 6
Insides, green, 6@8 lbs.	@ 14 1/2	@ 9 1/2
Outsides, green, 5@6 lbs.	@ 13 1/2	@ 9
Knuckles, green, 5@6 lbs.	@ 15	@ 9

### Beef Products.

Brains (per lb.)	@ 9 1/2	@ 6
Hearts	@ 10	@ 5
Tongues	@ 18	@ 10
Sweetbreads	@ 30	@ 18
Ox-tail, per lb.	@ 8	@ 7
Fresh tripe, plain	@ 7	@ 4
Fresh tripe, H. C.	@ 10	@ 8
Livers	@ 20	@ 14
Kidneys, per lb.	@ 10 1/2	@ 8

### Veal.

Choice carcass	15 @ 16	10 @ 11
Good carcass	12 @ 14	6 @ 9
Good saddles	15 @ 18	10 @ 13
Good racks	12 @ 14	6 @ 8
Medium racks	11 @ 11	4 @ 6

### Veal Products.

Brains, each	@ 11	@ 6 1/2
Sweetbreads	@ 45	@ 35
Calf livers	@ 40	@ 35

### Lamb.

Choice lambs	@ 17	@ 18
Medium lambs	@ 15 1/2	@ 16
Choice saddles	@ 20	@ 20
Medium saddles	@ 18	@ 18
Choice fores	@ 13	@ 16
Medium fores	@ 11	@ 14
Lamb fries, per lb.	@ 32	@ 25
Lamb tongues, per lb.	@ 13	@ 15
Lamb kidneys, per lb.	@ 20	@ 20

### Mutton.

Heavy sheep	@ 8	@ 8
Light sheep	@ 10	@ 11
Heavy saddles	@ 11	@ 11
Light saddles	@ 13	@ 14
Heavy fores	@ 5	@ 6
Light fores	@ 7	@ 8
Mutton legs	@ 13	@ 12
Mutton loins	@ 10	@ 10
Mutton stew	@ 7	@ 7
Sheep tongues, per lb.	@ 12 1/2	@ 12
Sheep heads, each	@ 14	@ 10

## Fresh Pork, etc.

Pork loins, 8@10 lbs. avg.	@ 22	@ 14 1/2
Picnic shoulders	@ 14 1/2	@ 9
Skinned shoulders	@ 17	@ 9 1/2
Tenderloins	@ 36	@ 26
Spare ribs	@ 12	@ 8
Back fat	@ 15	@ 7 1/2
Boston butts	@ 21	@ 12
Boneless butts, cellar trim.	2@4	@ 23
Hocks	@ 12	@ 7
Tails	@ 11	@ 7
Neck bones	@ 6	@ 2 1/2
Slip bones	@ 11	@ 6
Blade bones	@ 13	@ 7
Pigs' feet	@ 5	@ 3
Kidneys, per lb.	@ 9	@ 7
Livers	@ 10	@ 7
Brains	@ 10	@ 5
Ears	@ 5	@ 4
Snouts	@ 10	@ 5
Heads	@ 8	@ 5
Chitterlings	@ 5	.....

## DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@ 20 1/2
Country style sausage, fresh in bulk	@ 23 1/2
Country style sausage, smoked	@ 25 1/2
Frankfurts in sheep casings	@ 22 1/2
Frankfurts in hog casings	@ 20 1/2
Bologna in beef bungs, choice	@ 17 1/2
Bologna in beef middles, choice	@ 18 1/2
Liver sausage in beef rounds	@ 16 1/2
Smoked liver sausage in hog bungs	@ 20 1/2
Liver sausage in hog bungs	@ 20 1/2
Head cheese	@ 19 1/2
New England luncheon specialty	@ 8
Mixed luncheon specialty, choice	@ 21 1/2
Tongue sausage	@ 27
Blood sausage	@ 18
Souse	@ 19 1/2
Polish sausage	@ 19 1/2

## DRY SAUSAGE

Cervelat, choice, in hog bungs	@ 40
Thuringer cervelat	@ 20 1/2
Farmer	@ 28
Holsteiner	@ 26
B. C. salami, choice	@ 36
Milano salami, choice, in hog bungs	@ 37
B. C. salami, new condition	@ 35
Frissca, choice, in hog middles	@ 35
Genoa style salami	@ 43
Pepperoni	@ 32
Mortadella, new condition	@ 23
Capicola	@ 35
Italian style hams	@ 35
Virginia hams	@ 38

## SAUSAGE MATERIALS

(F.O.B. CHICAGO, carlot basis.)

Regular pork trimmings	13 @ 13 1/2
Special lean pork trimmings	18 1/2 @ 18 1/2
Extra lean pork trimmings	@ 20
Pork cheek meat	@ 12
Pork hearts	8 1/2 @ 9
Pork livers	@ 8 1/2
Native boneless bull meat (heavy)	@ 12
Shank meat	@ 11 1/2
Boneless chucks	@ 12
Beef trimmings	@ 11 1/2
Beef cheeks (trimmings)	@ 8 1/2
Dressed canners, 350 lbs. and up	8 1/2 @ 9
Dressed cutter cows, 400 lbs. and up	10 @ 10 1/2
Dr. bologna bulls, 600 lbs. and up	10 @ 10 1/2
Pork tongues, canner trim, S. P.	18 1/2 @ 18 1/2

## SAUSAGE IN OIL

Bologna style sausage in beef rounds—	
Small tins, 2 to crate	\$6.50
Large tins, 1 to crate	\$7.25
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate	7.50
Large tins, 1 to crate	8.25
Smoked link sausage in hog casings—	
Small tins, 2 to crate	6.75
Large tins, 1 to crate	7.50

## BARRELED PORK AND BEEF

Mess pork, regular	@ 33.00
Family back pork, 24 to 34 pieces	@ 32.50
Family back pork, 35 to 45 pieces	@ 32.00
Clear back pork, 40 to 50 pieces	@ 33.00
Clear plate pork, 25 to 35 pieces	@ 28.00
Bean pork	@ 27.00
Brisket pork	@ 32.00
Plate beef	@ 23.50
Extra plate beef, 200 lb. bbls.	@ 25.00

## VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	17.50
Lamb tongue, short cut, 200-lb. bbl.	40.00
Regular tripe, 200-lb. bbl.	20.00
Honeycomb tripe, 200-lb. bbl.	25.00
Pocket honeycomb tripe, 200-lb. bbl.	28.00

## DRY SALT MEATS

Clear bellies, 18@20 lbs.	@ 16 1/2
Clear bellies, 14@16 lbs.	@ 16 1/2
Rib bellies, 25@30 lbs.	@ 16 1/2
Fat backs, 10@12 lbs.	@ 12 1/2
Fat backs, 14@16 lbs.	@ 14 1/2
Regular plates	@ 13 1/2
Jowl butts	@ 13 1/2

## WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs.	20% @ 21 1/2
Fancy skd. hams, 14@16 lbs.	22% @ 22 1/2
Standard reg. hams, 14@16 lbs. plain	19% @ 20
Picnics, 4@8 lbs., short shank, plain	16 1/4 @ 17 1/4
Picnics, 4@8 lbs., long shank, plain	15% @ 16 1/4
Fancy bacon, 6@8 lbs., parchment paper	27% @ 28 1/2
Standard bacon, 6@8 lbs. plain	24% @ 25 1/2
No. 1 beef ham sets, smoked—	
Insides, 8@12 lbs.	26% @ 27
Outsides, 5@9 lbs.	21% @ 22
Knuckles, 5@9 lbs.	23% @ 24
Cooked hams, choice, skin on, fatted	33% @ 34
Cooked hams, choice, skinless, fatted	34% @ 35
Cooked picnics, skin on, fatted	27% @ 28
Cooked picnics, skinned, fatted	28% @ 29
Cooked loin roll, smoked	40% @ 41

## LARD

Prime steam, cash, Bd. Trade	@ \$12.70
Prime steam, loose, Bd. Trade	@ 12.60
Refined lard, tierces, f.o.b. Chgo.	@ 14 1/2
Kettle, rend., tierces, f.o.b. Chgo.	@ 14 1/2
Leaf, kettle rendered, tierces, f.o.b.	@ 14 1/2
Chicago	@ 15 1/2
Neutral, in tierces, f.o.b. Chicago	@ 15 1/2
Compound, vegetable, tierces, c.a.f.	@ 12 1/2

## OLEO OIL AND STEARINE

Extra oleo oil	12 1/2 @ 13
Prime No. 2 oleo oil	11 1/2 @ 12 1/2
Prime oleo stearine, edible	10 @ 10 1/2

## TALLOWES AND GREASES

Edible tallow, under 1% acid, 43 titre	7 1/2 @ 7 1/2
Prime packers' tallow	6 1/2 @ 6 1/2
No. 1 tallow, 10% f.f.a.	6 1/2 @ 6 1/2
Special tallow	6 1/2 @ 6 1/2
Choice white grease	7 1/2 @ 7 1/2
A-White grease	6 1/2 @ 6 1/2
B-White grease, maximum 5% acid	6 1/2 @ 6 1/2
Yellow grease, 10@15%	6 @ 6 1/2
Brown grease, 40% f.f.a.	5 1/2 @ 5 1/2

## ANIMAL OILS

Prime edible	@ 16 1/2
Prime inedible	@ 12 1/2
Headlight	@ 12 1/2
Prime W. S.	@ 12 1/2
Extra W. S.	@ 12
Extra lard oil	@ 11 1/2
Extra No. 1	@ 11 1/2
No. 1 lard oil	@ 11 1/2
No. 2 lard oil	@ 11 1/2
Acidless tallow	@ 11
20% neatfoot	@ 10 1/2
Pure neatfoot	@ 12 1/2
Special neatfoot	@ 12 1/2
Extra neatfoot	@ 12 1/2
No. 1 neatfoot	@ 11 1/2

Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

## VEGETABLE OILS

Crude cottonseed oil in tanks, f.o.b.	
Valley points, prompt	@ 9 1/2
White, deodorized, in bbls., f.o.b. Chgo.	13 @ 13 1/2
Yellow, deodorized	13 @ 13 1/2
Soap stock, 50% f.f.a., f.o.b.	2 1/2 @ 2 1/2
Corn oil, in tanks, f.o.b. mills	8 1/2 @ 8 1/2
Soya bean oil, f.o.b. mills	8.50 @ 8.50
Cocanut oil, seller's tanks, f.o.b. coast	8 @ 8
Refined in bbls., f.o.b. Chicago	11 1/2 @ 11 1/2

## OLEOMARGARINE

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago	15 @ 15
Nut, 1-lb. cartons, f.o.b. Chicago	15 @ 15
Puff paste	14 1/2 @ 14 1/2

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

# CURING MATERIALS

Cwt. Sacks.

Nitrite of soda (Chgo. warehouse stock).....		
to 4 bbls. delivered.....	\$9.10	
5 or more bbls. delivered.....	8.95	
Saltpeter, 1 to 4 bbls. f.o.b. N. Y.:		
Dbl. refined granulated.....	6.25	6.15
Small crystals.....	7.25	7.15
Medium crystals.....	7.02 1/2	7.50
Large crystals.....	8.00	7.75
Salt per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:		
Granulated.....	\$ 6.96	
Medium, air dried.....	6.48	
Medium, kiln dried.....	10.96	
Rock.....	6.782	
Sugar—		
Raw sugar, 90 basis, f.o.b. New Orleans.....	@3.30	
Second sugar, 90 basis.....	none	
Standard gran., f.o.b. refiners (2%).....	@4.90	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.40	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.30	

# SPICES

(Basis Chicago, original bbls., bags or bales)

	Whole.	Ground.
Allspice Prime.....	6 7/8	7 1/4
Resifted.....	6 1/4	8
Chili Pepper, Fancy.....	23 1/2	23 1/2
Chili Powder, Fancy.....	23	23
Cloves, Amboy.....	23	27
Madagascar.....	12 1/2	15 1/2
Sausier.....	17	17
Ginger, Jamaica.....	18	20 1/2
African.....	8 1/2	10 1/2
Mace, Fancy Banda.....	65	70
East India.....	60	65
E. I. & W. I. Blend.....	18	20
Mustard Flour, Fancy.....	24	24
No. 1.....	15 1/2	15 1/2
Nutmegs, Fancy Banda.....	24	24
East India.....	20	20
E. I. & W. I. Blend.....	17	17
Paprika, Extra Fancy.....	24 1/2	24 1/2
Fancy.....	23 1/2	23 1/2
Hungarian.....	27	27
Peppina Sweet Red Pepper.....	25 1/2	25 1/2
Pepper, Cayenne.....	22 1/2	22 1/2
Red Pepper No. 1.....	16 1/2	16 1/2
Pepper, Black Aleppo.....	11 1/2	11
Black Lampong.....	8 1/2	11
Black Tellicherry.....	11 1/2	13 1/2
White Java Mentok.....	18	20
White Singapore.....	17 1/2	19 1/2
White Packets.....	18	18

# SEEDS AND HERBS

	Ground for Whole Sausage.
Caraway Seed.....	9 11
Celery Seed.....	37 42
Cominos Seed.....	15 18 1/2
Coriander Morocco Bleached.....	8 8 1/2
Coriander Morocco Natural No. 1.....	11 13
Mustard Seed, Cal. Yellow.....	8 1/2 10 1/2
American.....	32 36
Majoram, French.....	11 14
Oregon.....	7 9
Sage, Dalmation Fancy.....	6 1/2 8 1/2
Dalmation No. 1 Fancy.....	6 1/2 8 1/2

# SAUSAGE CASINGS

(F.O.B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef Casings:	
Domestic rounds, 150 pack.....	@25
Domestic rounds, 140 pack.....	@37
Export rounds, wide.....	@50
Export rounds, medium.....	@34
Export rounds, narrow.....	@42
No. 1 weasands.....	@66
No. 2 weasands.....	@68
No. 1 bungs.....	@12
No. 2 bungs.....	@7
Middles, regular.....	@50
Middles, select, wide, 2 1/2 in. diam.....	.60
Middles, select, extra wide, 2 1/2 in. diam. over.....	1.00
Dried bladders:	
12-15 in. wide, flat.....	.90
10-12 in. wide, flat.....	.80
8-10 in. wide, flat.....	.60
6-8 in. wide, flat.....	.25

Hog casings:	
Narrow, per 100 yds.....	2.60
Narrow, special, per 100 yds.....	2.25
Medium, regular.....	1.75
Wide, per 100 yds.....	2.25
Extra wide, per 100 yds.....	2.25
Export bungs.....	.28
Large prime bungs.....	.21
Medium prime bungs.....	.14
Small prime bungs.....	.10
Middles, per set.....	.17
Stomachs.....	.06

# COOPERAGE

Ash pork barrels, black iron hoops.....	\$1.35 @1.37 1/2
Oak pork barrels, black iron hoops.....	1.25 @1.27 1/2
Ash pork barrels, galv. iron hoops.....	1.42 1/2 @1.45
Oak pork barrels, galv. iron hoops.....	1.32 1/2 @1.35
White oak ham tierces.....	2.12 1/2 @2.15
Red oak ham tierces.....	1.87 1/2 @1.90
White oak lard tierces.....	1.97 1/2 @2.00

# NEW YORK MARKET PRICES

## LIVE CATTLE

Steers, good, 1,008-1,163-lb. fed.....	\$11.50@13.50
Cows, common to medium.....	5.25@ 7.75
Bulls.....	@ 6.25

## LIVE CALVES

Vealers, good and choice.....	\$11.00@12.50
Vealers, medium.....	8.50@10.50
Vealers, cull and common.....	5.00@ 8.90

## LIVE LAMBS

Lambs, fed western woolled.....	@ 9.25
Lambs, good and choice clippers.....	@ 8.00

## LIVE HOGS

Hogs, 198-lb. average, good.....	@ 9.25
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## DRESSED HOGS

Hogs, good to choice 90-140 lbs.....	\$17.00@17.50
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## DRESSED BEEF

### City Dressed.

Choice, native, heavy.....	21 @23
Choice, native, light.....	21 @22
Native, common to fair.....	18 @20

### Western Dressed Beef.

Native steers, 600@800 lbs.....	20 @22
Native choice yearlings, 440@600 lbs.....	20 @21
Good to choice heifers.....	18 @19
Good to choice cows.....	17 @18
Common to fair cows.....	11 @12
Fresh bologna bulls.....	10 @11

## BEEF CUTS

	Western.	City.
No. 1 ribs.....	26 @28	28 @30
No. 2 ribs.....	24 @25	25 @27
No. 3 ribs.....	20 @22	20 @24
No. 1 loins.....	32 @34	36 @40
No. 2 loins.....	28 @30	32 @34
No. 3 loins.....	22 @24	26 @29
No. 1 hinds and ribs.....	23 @25	25 @27
No. 2 hinds and ribs.....	20 @22	23 @24
No. 1 rounds.....	19 @20	19 @20
No. 2 rounds.....	17 @18	18 @19
No. 3 rounds.....	15 @16	16 @17
No. 1 chucks.....	18 @19	19 @20
No. 2 chucks.....	16 @17	17 @18
No. 3 chucks.....	14 @16	14 @16
Bolognas.....	10 1/2 @11 1/2	
Rolls, reg. 6@8 lbs. avg.....	23 @25	
Rolls, reg. 4@6 lbs. avg.....	18 @20	
Tenderloins, 4@6 lbs. avg.....	50 @60	
Tenderloins, 5@6 lbs. avg.....	50 @60	
Shoulder clods.....	12 @14	

## DRESSED VEAL

Good.....	18 @19
Medium.....	16 @18
Common.....	14 @16

## DRESSED SHEEP AND LAMBS

Spring lambs.....	17 @19
Lambs prime to choice.....	16 @17
Lambs, good.....	15 @16
Lambs, medium.....	15 @15 1/2
Sheep, good.....	11 @12
Sheep, medium.....	9 @11

## FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.....	22 @23
Pork tenderloins, fresh.....	35 @40
Pork tenderloins, frozen.....	30 @32
Shoulders, Western, 10@12 lbs. avg.....	17 1/2 @18
Butts, boneless, Western.....	21 @22
Butts, regular, Western.....	21 @22
Hams, Western, fresh, 10@12 lbs. avg.....	19 @20
Picnic hams, Western, fresh, 6@8 lbs. avg.....	16 @17
Pork trimmings, extra lean.....	20 @21
City pickled bellies, 8@12 lbs. avg.....	14 @15
Spareribs.....	14 @15

## SMOKED MEATS

Regular hams, 8@10 lbs. avg.....	21 1/2 @22 1/2
Regular hams, 10@12 lbs. avg.....	21 1/2 @22 1/2
Regular hams, 12@14 lbs. avg.....	21 @22
Skinned hams, 10@12 lbs. avg.....	22 @23
Skinned hams, 12@14 lbs. avg.....	22 @23
Skinned hams, 16@18 lbs. avg.....	22 1/2 @23 1/2
Skinned hams, 18@20 lbs. avg.....	21 1/2 @22 1/2
Picnics, 4@6 lbs. avg.....	18 @19
Picnics, 6@8 lbs. avg.....	17 @18
City pickled bellies, 8@12 lbs. avg.....	23 @24
Bacon, boneless, Western.....	28 @29
Bacon, boneless, city.....	26 @27
Rollettes, 8@10 lbs. avg.....	22 @23
Beef tongue, light.....	23 @25
Beef tongue, heavy.....	23 @27

## FANCY MEATS

Fresh steer tongues, untrimmed.....	15c a pound
Fresh steer tongues, l. c. trim'd.....	30c a pound
Sweetbreads, beef.....	35c a pound
Sweetbreads, veal.....	70c a pair
Beef kidneys.....	15c a pound
Mutton kidneys.....	8c each
Livers, beef.....	27c a pound
Oxtails.....	18c a pound
Beef hanging tenders.....	25c a pound
Lamb fries.....	10c a pair

## BUTCHERS' FAT

Shop fat.....	@2.25 per cwt.
Breast fat.....	@2.75 per cwt.
Edible suet.....	@4.75 per cwt.
Indible suet.....	@8.25 per cwt.

## GREEN CALFSKINS

	5-9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals.....	11 1.70	1.80	1.85	2.00
Prime No. 2 veals.....	10 1.55	1.65	1.70	1.75
Buttermilk No. 1.....	8 1.40	1.50	1.55	....
Buttermilk, No. 2.....	7 1.30	1.40	1.45	....
Branded grubby.....	6 .95	1.05	1.10	1.10
Number 3.....	6 .95	1.05	1.10	1.10

## BONES, HOOFS AND HORNS

Round shin bones, avg., 48 to 50 lbs., per 100 pieces.....	75.00@ 85.00
Flat shin bones, avg., 40 to 45 lbs., per 100 pieces.....	@ 85.00
Black or striped hoofs, per ton.....	45.00@ 50.00
White hoofs, per ton.....	@100.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces.....	@ 70.00
Horns, according to grade.....	75.00@200.00

## PRODUCE MARKETS

	Chicago.	New York.
<b>BUTTER.</b>		
Creamery (92 score).....	@31 1/4	33 1/4@33 3/4
Creamery (90-91 score).....	@30 3/4	34 @34 1/4
Creamery firsts (88-89 score).....	20 1/2 @30	@33 3/4
<b>EGGS.</b>		
Extra firsts.....	@22 1/2	23 1/2 @23 1/2
Firsts (fresh).....	@22 1/2	24 1/2 @24 1/2
Standards (fresh).....		24 1/2 @24 1/2
<b>LIVE POULTRY.</b>		
Fowls.....	13 @20	21 @23 1/2
Chickens.....	13 @20	14 @17
Broilers.....	21 @24	....
Fryers.....	24 @25	....
Turkeys.....	15 @25	20 @30
Ducks.....	17 1/2 @22 1/2	10 @15
Geese.....	11 @14	8 @ 9

## DRESSED POULTRY.

Fryers, 31-42, frozen.....	22 @22 1/2	23 @23 1/2
Roasters, 43-54, frozen.....	25 @25 1/2	25 @26 1/2
Roasters, 55 & up, frozen.....	26 @27 1/2	27 1/2 @28 1/2
Fowls, 31-47.....	21 @22 1/2	21 1/2 @22 1/2
48-50.....	23 1/2 @24	24 @24 1/2
60 and up.....	22 1/2 @25	22 @ 25

## BUTTER AT FIVE MARKETS

Wholesale prices of 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended April 11, 1935:

	April 5	6	8	9	10	11
Chicago.....	35	35	38	37	36 1/2	35 1/2
New York.....	36 1/2	36 1/2	38	38 1/2	38 1/2	38 1/2
Boston.....	37 1/2	37 1/2	39	39 1/2	39 1/2	39 1/2
Phila.....	37 1/2	37 1/2	39	39 1/2	39 1/2	39 1/2
San Fran.....	28 1/2	28 1/2	30	30	31	30

Wholesale prices carlots—fresh centralized carlots—90 score at Chicago:

	34 1/2	35	36	36 1/2	36 1/2	35 1/2
--	--------	----	----	--------	--------	--------

Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1— 1935.
Chicago.....	39,152	31,373	30,716	610,112 686,317
N. Y.....	38,522	36,379	55,507	833,837 1,018,949
Boston.....	13,686	13,133	17,960	314,434 332,057
Phila.....	16,928	14,512	20,316	290,329 359,986
Total.....	108,288	95,388	124,529	2,048,712 2,387,309
Cold storage movement (lbs.):				
	In	Out	On hand	Same week day
Chicago.....	April 11.	April 11.	April 11.	last year.
	25,591	115,471	3,815,907	
N. Y.....	56,116	336,532	183,441	1,863,079
Boston.....	2,016	2,696	35,350	324,962
Phila.....	9,900	3,250	288,882	1,142,126
Total.....	68,032	398,069	623,144	6,946,074



# CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

## Position Wanted

### Working Sausagemaker

Expert sausagemaker with 20 years' experience seeks position. Can produce highest quality sausage and loaves of all kinds. Specializes in German style sausage. Also experienced in latest cures and methods. Can handle any size sausage plant. Employed at present. W-865, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Expert Sausage Foreman

German, age 36, foreman and sausage expert, would like to change present position with large packer or firm in East. Employed as foreman with present firm for 5 years. Satisfaction guaranteed. W-867, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Sausage Expert

Am qualified to direct and manage all sausage room operations. Expert knowledge of all products, including specialties. Reputation for making quality sausage from any materials. Expert knowledge in figuring costs. Can put your sausage department on money-making basis. W-713, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Do You Plan to Make Dog Food?

If so, you need the right advice to keep out of trouble. Expert with practical experience can furnish formulas and methods and start production for you. W-620, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

### Packhouse Expert

Well-known packhouse expert says: "The new deal and my experience should be helpful to independent packer and sausagemaker. Can assist or furnish formulas for all processing operations: curing and smoking of hams and bacon; how to mix your own transparent meat coating; make your own boiled and baked ham binder; ham glaze; get natural flavor and color; and many other useful hints. Sell only service at plant or by mail. References: packers I have served." Write J. L. Wilde, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

## Position Wanted

### Packer Sales Executive

Do you want to get your share of business this year, and GET IT AT LIST PRICE? Packer sales executive with such a record is available. Let him prove it to you. W-850, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Specialty Salesman

Do you need live-wire experienced packhouse specialty salesman? Have wide acquaintance with jobbing, large retail trade and chain store buyers in East. Complete packhouse line including vacuum-cooked canned meats. Excellent references as to ability and character. Available at once to go anywhere. W-868, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Killing and Cutting Foreman

Young man with 15 years' experience in packhouse seeks position as hog killing and cutting foreman. Six years' actual experience as foreman. W-861, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Equipment Wanted

### Curing Vats

Wanted, 20 used ham curing vats, 1,200 lb. capacity. W-866, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Business Opportunities

### Packhouse for Sale or Lease

For sale or lease, small up-to-date plant in industrial center of Alabama where there are large steel mills, a rubber plant, and textile mills. Reason for selling: lack capital to operate. Gadsden Abattoir, 100 Forest Ave., Gadsden, Alabama.

## Equipment For Sale

### Steam Jacketed Kettles

For sale, reconditioned steam jacketed rendering kettles, riveted steel construction, 40 lbs. working pressure. Capacity 150 gallons and 175 gallons, respectively. FS-863, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Meat Cutter

For sale, 1 No. 38-B "Buffalo" cutter, 175 lbs. capacity, connected to 15 H.P. A. C. motor; latest style, like new; used slightly only 6 months. Will put out on trial. FS-864, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Backsets and Skewers

For sale, sharp, straight-grained hardwood backsets and lamb and beef skewers. Large sizes made to order. Caffisch Skewer Co., 3201 Main St., Buffalo, N. Y.

### Swing Hammer Mill

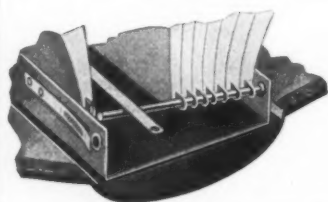
For sale, Gruendler XXXC swing hammer mill 30 in. diameter, 30 in. width, SKF roller bearings, both grate bars and perforated metal screen. Used for grinding wet and dry rendered tankage. Can be used for grinding shop fat and bone. Kentucky Chemical Mfg. Co., 410 East 10th St., Covington, Ky.

### Equipment for Sale

MACHINERY BARGAINS: 3—Mechanical Mfg. Meat Mixers, 1—M. & M. Hog, 1—Lard Filter Press, 2—Steam Tube Dryers, 6' x 35', 5—Cooking Kettles. Miscellaneous: Lard Rolls, Cutters, Rendering Tanks, Hammer Mills, Ice Machines, Boilers, Pumps, etc.

What Idle Machinery have you for sale?

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PRODUCTS COMPANY, INC.  
14-19 Park Row, New York City



No key, nothing to unscrew. Just slip them in place and they stay there until you want to take them out, and that is just as easy.

## A COMPLETE VOLUME

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### NEW MULTIPLE BINDER

which is as simple as filing letters in the most ordinary file. The New Binder has the appearance of a regular bound book. The cover is of cloth board and the name is stamped in gold. The Binder makes a substantially-bound volume that will be a valuable part of your office equipment or a handsome addition to your library.

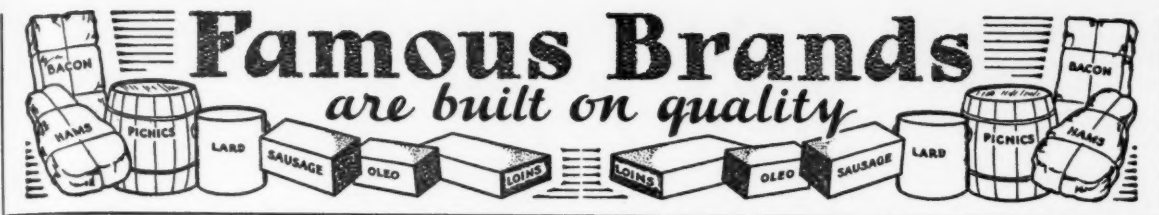
We want every subscriber of The National Provisioner to keep their copies from becoming lost or mutilated and are therefore offering you this New Multiple Binder at cost. Send us your name and address with \$1.50, plus 20c postage, and we will send the Binder.

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Dearborn St.

**Chicago, Ill.**



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"Since 1827"

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Sioux Falls, S. D.  
Topeka, Kans.

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Lard, Sausage  
Canned Foods



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Veal, Mutton  
Mince Meat

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The Theurer-Norton Provision Company  
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New York Branch: 407-409 West 13th Street

Hams  
Bacon  
Lard  
Delicatessen

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**Capital Brand**  
Schenk Bros. Managers  
PURE MEAT PRODUCTS  
THE COLUMBUS PACKING CO. Columbus, Ohio  
**TASTIEST!**  
Because Capital Brand Hams and Bacon have such fine flavor—they are always in favor  
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Columbus, Ohio  
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*Straight and mixed cars*



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Shippers of Straight and Mixed Cars

Pork — Beef — Sausage — Provisions  
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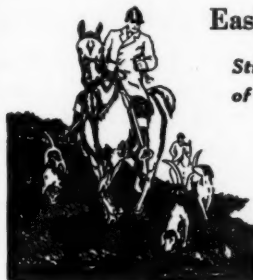
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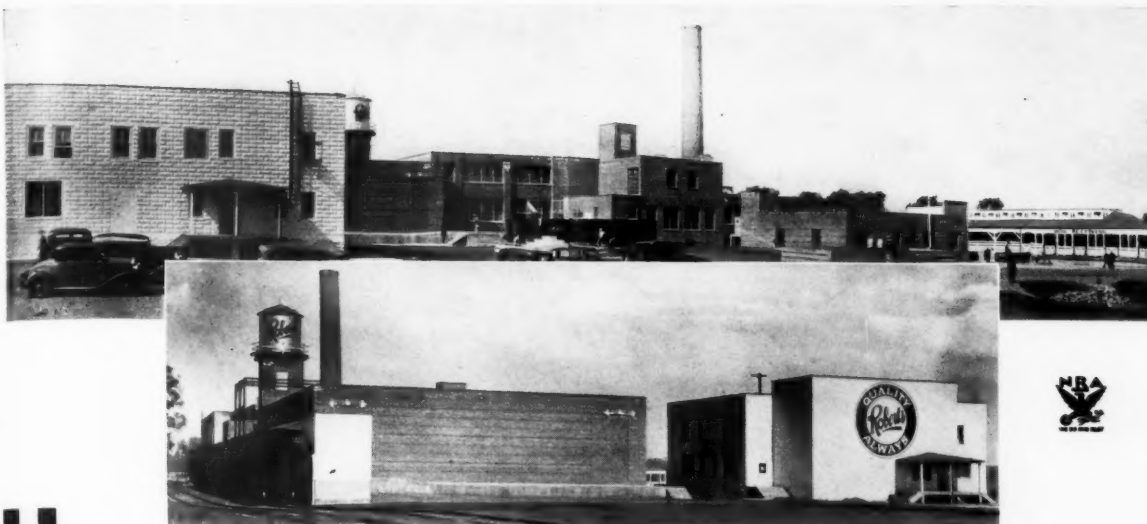
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dehairs and polishes hogs to unsurpassed perfection without damage so that the maximum number of first-class cuts of pork are produced.

1. All hair removed with the roots.
2. The use of rosin unnecessary.
3. Handles all sizes of hogs perfectly.
4. Unsurpassed cleaning without damage.
5. Maintenance expense reduced to an unimportant factor because of the unique design of scraping elements.
6. Small amount of horsepower required to operate.

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HOG-DEHAIRING  
MACHINE PACKERS  
CHICAGO

April 11, 1935

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After operating one of your new type hog dehairing machines for some months at our Marshalltown plant, we feel you would be interested in connection with its performance.

Before we purchased this machine, considerable time was spent in looking at various other types, based on performance, cost of upkeep, simplicity, etc. We finally decided on your machine, and now feel that our choice was well made.

We started operations with this machine in the "hard hair" season, and not using any kind of softener and without the aid of rosin, we are getting hogs that are cleaner than any we have seen in other plants. We find there is very little work to be done in the way of shaving and cleaning of heads after the hogs leave the machine.

The cost of operation and upkeep has been low, and we would recommend your equipment wherever clean hogs are essential.

Our entire killing equipment at the Iowa Plant, which was furnished by your company, is proving entirely satisfactory.

Yours very truly,  
ROBERTS & OAKE, Inc.,

*E. G. Dumas*  
Vice-President

ECB:BP

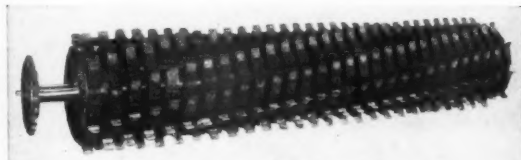


Illustration shows how scraping elements are fixed in spiral formation so that they both scrape and carry the hogs thru the machine.

phone  
-2900

visioner



# PRIDE WASHING POWDER BUILDS

# *Vigorous* Suds

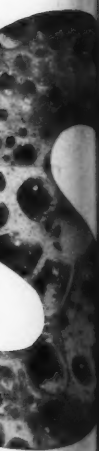
Particularly effective against packinghouse greases and stains is Pride Washing Powder. It is high in cleaning energy . . . Works equally well on metal, wood, stone, tile, brick or porcelain surfaces. Pride Washing Powder suds . . . hard-working, long-lasting, soapy . . . reduce the non-productive clean-up hours to a minimum. Pride is checked in our chemical laboratory. Tested in our own plant . . . Packed in 200-lb. barrels; 125-kegs; 25-lb. pails. No matter where your plant is located, there is a Swift agent near you.

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Industrial Soap Department



R



Pride  
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Vash-  
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there

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